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ABSTRACT

Papers on library acquisitions, cooperative collection development, and the international exchange of publications, which were presented at the 1983 International Federation of Library Associations (IFLA) conference, include: (1) "Acquisition of South Asian Materials for the Libraries of North America and Europe: Problems, Prospects, and Perspectives," an outline by Sharad Karkhanis (United States) of difficulties in and recommendations for the acquisition of South Asian materials, which includes lists of relevant bibliographies, book review journals, and book suppliers; (2) "Cooperative Collection Development in the U.S.A.: The Example of Colorado" by Geri Schmidt (United States); (3) "The Collection Bibliographic Control and Accessibility of Grey Literature," in which D. N. Wood (United Kingdom) describes national, international, and commercial systems developed to improve access to literature not available through normal bookselling channels; (4) "International Exchange of Publications in the Library and Information System of the Chinese Academy of Sciences" by Zhai Zongshu (China); (5) "Present Problems in Foreign Literature Acquisition for Research Libraries in the Federal Republic of Germany," a discussion by Dieter Oertel (West Germany) of budget limitations and cancellation of orders in German university libraries; and (6) "Study on the Problem of the In-Service Training of Acquisitions and Exchange Staff in Libraries: Professional Requirements, Training Problems" by Boris P. Kanevsky (USSR). (ESR)

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*Acquisition of South Asian material for the libraries of North America and Europe: problems, prospects and perspectives.*

by

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# ACQUISITION OF SOUTH ASIAN MATERIAL FOR THE LIBRARIES OF NORTH AMERICA AND EUROPE: PROBLEMS, PROSPECTS, AND PERSPECTIVES.

BY

SHARAD KARKHANIS, PH.D.

## ABSTRACT

North American and European libraries have over the years experienced a great deal of problems in acquisition of material from South Asia. Depleted budgets, higher costs of books, and almost the near end of the "excess currency" of the PL 480 program have coumpounded the problems of acuisition from that region. In this paper, the author identifies these and other difficulties, and provides substantive recommendations for the efficient acquisition of material from the countreis of South Asia. The appendix includes such useful material as names and addresses of suppliers in the West as well as in the South Asian region. Also included are names and addresses of book review journals, both in English and in regional languages, published in the West as well as in the respective countries, and bibliographies useful for book selection.

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## A SEARCH OF THE LITERATURE

A search of the literature of the last ten years reveals that the investigators have taken basically three approaches to the problems of acquisition of South Asian materials for the North American and European libraries. First, to include acquisition problems for material from South Asian countries as an integral problem of acquisition from the Third World, developing countries and so called foreign materials; second, an independent treatment of acquisition problems of South Asian materials for university and research libraries primarily involved in meeting the needs of students and scholars, and of public libraries attempting to meet the needs of surging immigrants from South Asia; and third, acquisition pleasures and problems of the complex and expanding PL 480 Program during the 1960's and 1970's, and the consequences and effects of its diminished role in the 1980's.

Theodore Samore's Acquisition of Foreign Materials for U.S. Libraries, includes Jack C. Well's fairly good article titled, "Acquisition of Materials from South and Southeast Asia." in its 1973 edition, but omitted from its 1982 edition.[1] Nevertheless, both editions include general as well as specific articles on the acquisition problems of the Third World countries. Anne J. Benewick's Asian and African Collections In British Libraries: Problems and Prospects,[2] although somewhat out-dated (published in 1974), offers a great insight into the problems of British libraries in acquiring comprehensive collections from South Asia. She discusses with deep understanding the British problems for organizing a co-operative acquisition plan similar to the American PL 480 Program. While Diana Grimwood-Jones of the British Library discusses in some detail the practice for acquisition of materials in Indian languages and language of Sri Lanka,[3] Rosemary Stevens of the School of Oriental Studies (SOAS) Library provides us with excellent advice on the acquisition of

serials from Asian countries including those of South Asia.[4]

M.H. Rogers' paper "South Asia: Book Production, Bibliographic control and Acquisition Problems," appearing in D.A. Clarke's Acquisition From the Third World, papers of the Lique des bibliotheques europeennes de reserche seminar 17-19 September 1973,[5] despite its somewhat outdatedness, offers a comprehensive and in-depth analysis of book business in the South Asian countries; and the problems faced by the acquisition librarians.

Another well researched treatment of the acquisition problem of the South Asian materials appearing in the early 1970's was a paper presented by S.C. Sutton at the Morecambe Conference on April 16, 1972.[6] He discusses the inadequacies of bibliographic control in the region as well as qualitative and quantitative assessments of the book output of this region. Some of the pragmatic solutions that Mr. Sutton presented then are valid even now as they relate to British libraries.

In the 1960's and 1970's, the Public Law 480 Program attracted attention of students, scholars and librarians across America. Some used it as a topic for their doctoral dissertations[7] while as others focused on its impact on libraries, librarians and scholars.[8] During the 1980's, the concern for its fast depleting funds and alternative methods of acquisition of South Asian materials have focused the attention of American librarians in large academic libraries. While Ray Boylan and Cecelia L. Shores of the Center for Research Libraries in Chicago focused their attention to cooperative approach through microforms in collecting retrospective materials from the developing countries,[9] Pauline Tina Lesnik, South Asian Bibliographer of the Columbia University Library, in an excellent recent article[10] provides us with the basic understanding of the desirability of planning a national program of cooperative acquisition of South Asian materials; and the steps the

Research Libraries Group is taking in holding down the increasing cost of participating at the local institutional level by apportioning the responsibility for collecting monographs among the participant libraries.

E. Gene Smith, the Field Director of the Library of Congress' Overseas Operation in New Delhi for many years, and perhaps the most experienced and extremely knowledgeable American in the field of books from South Asia, offers his sound advice in respect to techniques being used by the Library of Congress staff in Delhi for selection and acquisition of materials from India, Bangladesh, Nepal and Sri Lanka.[11]

Although ethnicity in librarianship and multiethnic library services became the topics for several articles, discussion groups and seminars, particularly among the public librarians in the United States, Canada, England, Netherland and West Germany, there appears to be absence of articles devoted exclusively to the selection and acquisition problems of materials from South Asia and the languages represented by that region. While Marie Zielinska of the National Library of Canada focused her attention to the selection and acquisition of multiethnic collections for the Canadian public libraries,[12] Natalia B. Bezugloff of the Cleveland Public Library attempted to enlighten the American librarians in the difficulties of providing public library service to the non-English language ethnic minorities in the United States.[13] Although their contributions are valuable and extremely informative, and although some of the areas of concern expressed in these articles are applicable to the acquisition problems of South Asian material, their thrust is to offer an overall view of acquisition of materials in foreign languages suitable for immigrant population and served primarily by the public libraries. The entire issue of the Fall 1980 Library Trends is devoted to the services to the ethnic population; but again there is not a single article specifically devoted to the South Asian material. It is imperative therefore that we look at the issues involved in

greater details and depth as it relates to the acquisition of South Asian materials for the North American and European libraries.

## PROBLEMS OF LOCAL DEALERS OF SOUTH ASIAN MATERIAL IN THE WEST

In addition to the big names such as the Blackwell and the Baker and Taylor who attempt to provide some South Asian material to libraries in Europe and North America, over the years, numerous small dealers in South Asian materials have attempted to operate in Great Britain and North America. A quick preview of their services and operational difficulties will be helpful.

For many immigrants from India and Pakistan as well as for some Americans and Canadians, importing books from India and Pakistan for North American market appeared attractive. Over the last twenty years, many started the business with great hopes of making substantial profits, only to discover that importing books from India and Pakistan poses a challange and a headache, in large measure uneconomical and unviable. Although many have started the business, very few have survived.

Those who have survived are knowledgeable individuals with great deal of experience in book business. The three best book importers from South Asian countries in the United States are Advent Books, also known as Apt Books in New York, South Asia Books in Columbia, Missouri, and the Humanities Press, in New Jersey. (Complete addresses are provided in the Appendix). These book dealers import only those titles suitable for the North American market, advertise them through their catalogs as well as in American review media, such as the Choice and the Journal of Asian Studies, and provide efficient services. They are also exclusive distributors for well known Indian publishers and supply all titles in print from those publishers. Their prices appear to be

generally high, but considering the time the librarians save, headache of currency exchange that they avoid, and the luxury of returning defectiv titles that the librarians enjoy, acquiring books from these local dealers is a sheer delight.

Let us look at their problems and we will understand their high prices. First, they must travel to India at least once a year for book selection. They must pay in advance for book stock they import. They have to pay for the continually escalating airfreight and custom clearing charges, bear storage costs for unsold stock, and pay premium rates for printing the catalog and marketing the books. All of these costs add up to a substantial amount; and in order for them to stay in business, they have no choice but to raise the prices. Besides, the market for Indian books is not so wide that they sell thousands of copies of each title they import. If they sell average of fifty copies of a title, they would consider themselves lucky.

In short then, acquisition librarians are well advised to do as much of their purchasing through the local dealer as possible before turning to the dealers in India.

## DIFFICULTIES OF BOOK DEALERS IN SOUTH ASIA

It is essential that we understand the basic every day difficulties and problems faced by the South Asian dealers in providing up-to-date and efficient services to the libraries in the West. Although it is true that some of us may have traveled to this part of the world and some of us may be familiar with the difficulties, many of the acquisition librarians are not fortunate enough to have visited these countries It is therefore necessary to review the difficulties faced by the South Asian dealers in providing the services to the libraries in the West.

### THE OPERATIONAL DIFFICULTIES

The big cities such as Bombay, Delhi, Madras and Calcutta in

India; Karachi and Lahore in Pakistan; Dacca in Bangladesh; and Colombo in Sri Lanka are modern cities and centers of book production. However, a large number of smaller book sellers are spread throughout India and Pakistan. The territory for India and Pakistan is large and it appears even more larger because of the old, over burdened and out-dated transportation system. For an Indian or Pakistani dealer in Delhi or Karachi, to acquire books not available in the big cities is as big a problem as we have in acquiring books from Bombay, 10,000 miles away. The postal system, although functioning, is not at all efficient by any standards. The telephone instrument, prominently displayed on the desks of book dealers, is nothing more than a status symbol, its utility highly questionable in terms of speeding the business. The over-subscribed telephone systems forces one to spend almost half-a-day in dialing the numbers only to discover that you are reaching wrong numbers and listening to the constant hum of busy signals. If you are lucky to dial the right number and get the party desired on the phone, one has to practically shout in the phone to make oneself understood.

The electricity failures are such common occurrences in Delhi Bombay, Karachi, Lahore and Dacca, that workers stock up their desks with candles. It is a sight to be admired for their patience and tenacity - a sight of workers typing book cards, invoices and searching books with the aide of candles, and at the risk of starting fire at any moment.

What makes news on the front pages of the national newspapers in the West is a every day phenomenon in India, Pakistan, Bangladesh and Sri Lanka. The ravages of floods, tornadoes, derailments of railways, blackouts of cities, strikes by workers and unending series of political, social, cultural and religious demonstrations, are understood as facts of life , although they take their toll in terms of human life, misery and constant obstructions in the normal way of life. One must

congratulate the publishers and dealers of these countries for their efforts and hard work in providing what they do, despite the most unsatisfactory conditions they are subjected to, with no fault of their own.

FINANCIAL CONSTRAINS

Despite the fact the publishing industry is attempting to modernize its plants and printing machinery, limited foreign exchange, shortage of paper, and governmental restrictions have placed enormous constrains on the printing industry in the countries of South Asia. Add to this fact the declining book budgets of Asian libraries and the ravages of inflation which have caused publishers to raise the prices of books and to reduce the already limited quantity of books that they print. Consequently, to procure books even one or two years old has become a difficult chore for these book dealers.

Add to these difficulties, the problems of bibliographic control. By the time the Indian Books in Print appears on the market, the books are already at least two years old and out-of-print. To obtain books not in dealer's stock involves attempting to locate them in the numerous book stores, an effort most of the book dealers are rightfully unwilling to make. The easy way out many book dealers take is to claim and inform the library that the book is out-of-print.

Although the governments in South Asia encourage book dealers to export books, particularly to the hard currency countries, and offer them eight to ten percent bonus on and above the normal rate of exchange rates, in addition to giving them further considerations in allowing to convert local currency into hard currency while applying for permission to travel in the Western world book dealers feel unconfortable and restrictive with the governmental requirements of completing numerous forms for obtaining these privileges. The larger book exporters, however

are encouraged by these privileges, and attempt to conduct extensive businesses abroad. Their representatives travel abroad, particularly to the countries of the Middle East, Great Britain and the United States, and participate at the international book fairs, such as the one held in Frankfurt last year.

In brief then, despite their intensive desire in providing efficient services to libraries of North America and Europe, the book dealers in South Asia are confronted with difficulties not encountered by the dealers in the West. It is a credit to their tenacity and hard work for providing us with the services at a level that is within their means and ability.

## SELECTION OF SOUTH ASIAN MATERIAL

It is well understood that the first and biggest problem that the acquisition librarians face is how to select the best books from among so many that are being published in South Asian countries, particularly India. What review media are available to assess the quality of books that are pertinent to the library acquisition? How reliable are they? What are the chances in locating these books?

It will be appropriate to say that if one relies on publishers' catalogs, and if one orders these books quickly, one has a better chance of acquiring them for the library. On the other hand, if one wants to follow a safe route to acquiring the most appropriate books based on reviews appearing in journals published in the West, such as the Journal of Asian Studies, and reviews appearing in other scholarly journals, which necessarily takes longer time to appear, one is probably taking a chance that large numbers of those titles might be out-of-stock and out-of print.

Importers of Indian books, such as the Advent, South Asia Books, and the Humanities Press, bring in a sizable stock of well selected titles for American and Canadian market. Most of their titles are subjected to the rigorous evaluations in reviews in such journals as the Choice, Journal of Asian Studies and the South Asia in Review (P.O. Box 502, Columbia, Missouri 65205. This quarterly publication provides extensive in-depth reviews written by librarians as well as scholars on South Asian religion, politics, culture, anthropology, etc.) If these reviews appear suitable to your needs,it is highly recommended that one should order these titles directly from them, and one has a very good chance of getting them. These dealers are reputable; and they generally buy out a sizable stock of Indian publishers, and often secure exclusive distribution rights for the North American market. Prices for their books might be slightly high, but then as pointed out earlier, these titles are subjected to reviews, and it is always convenient to deal with the local dealer than a dealer 10,000 miles away.

In addition to the above, the following book review journals of varying quality, published in India and other countries are also available for book selection:

Recent Indian Books, a quarterly; Asien-Bibliographie, West Germany; Asian Book Newsletter, a monthly; Publishers' Weekly, Indian monthly; Overseas Books, monthly, England; Indian Publishers and Book Sellers, monthly; Indian Book Chronicle, fortnightly; Export News, bi-monthly;; D.K. Newsletter, fortnightly; Bulletin of Indian Books, monthly; Bookseller, Pakistan monthly; Bookman, Bangladesh quarterly; and Book Review, Indian bi-monthly. (For complete addresses, see Appendix). The national newspapers of the South Asian countries too frequently review recent books of significance and those reviews can also be extremely useful as selection tools.

Selection of regional language books poses problems for there are difficulties in understanding the languages as well as locating journals which review these books (See appendix for titles of journals which review language books). Those public libraries interested in buying selected titles in popular languages of India might find it useful to consult the quarterly publications, titled Books in Bengali, Books in Hindi, and Books in Urdu, published by the Metropolitan Public Library in Toronto, Canada.

In addition to the above journals as sources of information for acquisition, the national bibliographies, Accession Lists, published by the Library of Congress' New Delhi Office, and significant bibliographies, complete citations of which are provided in the Appendix, will also be useful. As mentioned earlier, these bibliographic sources have a certain weakness in terms of their time lag. Nevertheless, these bibliographies do provide us with complete bibliographic citations as well as a certain measure of evaluative judgements.

## METHODS OF ACQUISITION

For those libraries participating in the PL 480 Program in America and the Canadian libraries receiving material through the Shastri Indo-Canadian Institute Acquisition Project, the problems of acquisition of material from South Asia in both the English language and the regional languages, have considerably eased over the years. Although there had been problems with these programs in terms of delays in receiving material and the appropriateness of selected materials, on the whole, however, both of these programs have, to a large extent more than satisfied the needs of the participating libraries. Acquisition problems still persist for those American libraries, public as well as college and university, who are not participants in these programs, and

the European libraries who never had the luxury of any cooperative acquisition program. For these libraries, following advice might be appropriate:

1) Dealers: It is always preferable to work through a local importer as against writing numerous letters to dealers and publishers in India, Pakistan and Sri Lanka. There are advantages to ordering books from the local dealer - avoiding the confusion of currency exchange, not waiting for the ship to dock, since most of the importers receive their large shipments by airfreight, and an ability to return defective titles. One has as much of a chance in getting out-of-print titles through the local book dealer, than if one would write directly to the publishers or distributors in India, Pakistan or Sri Lanka.

For regional language books from India and Pakistan, there are number of dealers in Canada and Great Britain who can provide titles in regional languages (Please see the Appendix). American libraries may find it useful to order regional language books from the neighboring Canadian book dealers. Some of the dealers take blanket orders, and can do the selection for you. They may even provide you with the transliterated catalog cards at nominal costs.

Ordering books directly from India or Pakistan might be advisable under the following circumstances:1) libraries interested in acquiring a very large collection, but not in a terrible rush to get the books, and 2) if the library is very much concerned in saving the money. In these cases, the acquisition librarians are advised to place orders with large exporters, such as the U.B.S., D.K. Agencies, and the Allied Publishers, all of them are in New Delhi. (For complete addresses,see the Appendix). These dealers are reputable and experienced in handling foreign markets. U.B.S., perhaps the largest exporter of Indian books is currently converting to computers to speed up orders,

and inform customers on the status of their orders. Customer representatives from the U.B.S. travel at least once a year to Great Britain, Canada and the U.S., and meet with librarians and wholesalers.

BLANKET ORDERS

Although blanket orders might be an extremely useful vehicle for acquisition of regional language books for public libraries attempting to provide services to its community of immigrants, it may be a troublesome area for the college, university and large public libraries where the criteria for selection are qualitatively and quantitatively stricter. Reduced book budgets have also imposed enormous constrains on these libraries, for they must pay greater attention to what they already have and what they must acquire. Leaving the selection to book dealers might most likely result in duplication as well as unloading of the excess unsold stock on the library by the dealer. Unless very strict guidelines and criteria are established, and written agreements are reached with the dealer regarding the return policy of duplicates and unwanted material, libraries are cautioned against following this course.

ACQUISITION TOURS

Personal tours by librarians as a vehicle for acquisition of materials from South Asia have been used by some libraries in the United States and Great Britain.[15] The staff of the office of the Library of Congress in New Delhi finds on-the-sight selection of books for its program as one of the most effective methods in selection of materials.[16] There is no question that this method is perhaps the best method of acquisition of materials, provided that appropriate preparations are made prior to the tour. For example, the librarian on the tour must have factual knowledge of current holdings of the library in order to avoid duplication, understanding of library's needs in

terms of weaknesses and strengths of the collection, familiarity with the book trade in South Asia, including currency and custom regulations as well as the shipping procedures, and last but not least, a rather deep understanding of cultural, social and economic mores to effectively converse and communicate with the native dealers. Although the traveling costs might appear high, the results in terms of selection, cost of the material acquired, and the speed with which it can be brought back home, the acquisition trips might be worthwhile.

Perhaps a regional cooperation might be useful in selecting the librarian to tour South Asia, the costs and benefits of which can be shared by all participating libraries. There are librarians, natives as well as immigrants, currently employed in libraries in Great Britain, Canada and the United States who may accomplish this assignment effectively and with good deal of personal satisfaction. Although it may irk the local importers for loosing some business and exporters in South Asian countries for loosing some hard currency, the libraries in Europe and North America may find this approach to be the most economical and effective method for acquisition of South Asian materials.

## THE FUTURE OF ACQUISITION OF SOUTH ASIAN MATERIALS

All libraries, college, university, public and special, both in Europe and in North America, are currently at a crossroad of conflicting influences, the effects of which are devastating on the total region in general, and on libraries in particular. The continuing high inflation, depressed economies, unemployment and the struggle to barely maintain the services that the libraries have traditionally provided have become a nightmare for the library administrators in Europe as well as in North America. The rich collections that the American libraries developed during the last twenty years under the PL 480 Program encouraged the

Asian studies programs at various institutions. The Canadian libraries acquired a sizable collection on South Asia through its Shastri Indo-Canadian Institute, thus providing increased materials to scholars and students interested in South Asia. The influx of Asians in Great Britain, Canada and the United States, a result of liberal immigration laws and the tragedy in Uganda, created unsurpassed demands on certain libraries for regional language collections. Improved printing technology has resulted in somewhat better quality and substantially larger quantity of books being published in India and Pakistan. A great many book importers opened up their businesses in London, Toronto and New York in an attempt to provide libraries with English and regional language books from India and Pakistan.

The economic realities of late seventies and early eighties have settled down, and the pragmatic decisions are being made in the offices of library administrators, government officials, and college presidents. The high expectations of American scholars on South Asia, raised by the reach collections developed by the PL 480 Program are being subjected to constraints in terms of their requests for specialized materials. Several college presidents have already curtailed the Asian Studies programs to the bare minimums, thus making scholars of South Asia either unemployed or forced, out of necessity, to teach courses they have no interest in. The governments in the U.S., Canada and Great Britain have employed stricter controls over the immigration so that these countries will not be flooded with immigrants from Asia. The excess currency which nourished the PL 480 program for the last twenty years is almost exhausted, and the American libraries are searching for a dollar-based acquisition program which will funnel, at least essential materials from South Asia to American libraries. Large public libraries and college and university libraries are imple-

menting stricter controls on acquisition of all books so that ever decreasing book budgets can be utilized for absolutely necessary acquisitions rather than the luxury items imported from abroad. During these bleak uncertain times, what can one foresee as the future for South Asian material in North American and European libraries?

First, as the PL 480 Program comes to an end, the dollar-based cooperative acquisition program established by the Research Library Group will go into effect, enabling participating American libraries to acquire material from South Asia. This program will probably operate on a modest scale and will attempt to encourage a great many individual libraries to participate in order that it will be a viable national program of cooperative acquisition for the region.

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Second, with the expanding technology of computers and the improved bibliographic accessibility of materials for interlibrary loan, greater thrust will be made in Europe and in North America for cooperative national and regional sharing of serials, microfilms, microcards and monographs. Participating libraries will each specialize in either subject, language or area collections and will share it with other participating libraries on reciprocal basis. Greater thrust will also be made towards centralized cataloging of regional language books, and the use of computers for bibliographic and interlibrary loan purposes.

Third, as the demand for South Asian material decreases, there will be concomitant increase in book prices, making it doubly difficult for libraries to buy this material. Dealers in South Asian materials may find it difficult to stay afloat.

Fourth, In order to save money and acquire appropriate titles at reasonable costs, the libraries might increasingly find the acquisition tours as the best method for acquisition of South Asian material.

In conclusion, the future of acquisition of Asian material does not appear as encouraging as one would like to see. To face the economic realities and depleted budgets, libraries will have to find ways and sources whereby the monetary sources are utilized far more prudently and for the most essential material.

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13. Natalia B. Bezugloff." Library Services to Non-English Language Ethnic Minorities in the United States." Library Trends, Fall 1980, pp. 259-274.

14. Benewick, op. cit., pp. 54-55 provides useful discussion on this topic.

15. ibid., p. 55.

16. E. Gene Smith, op. cit.

17. See Pauline Tina Lesnik's article, op. cit.

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ASIEN-BIBLIOGRAPHIE. 1949 - Asien Buecherei, Postfach 1120, 3590 Bad Wibungen, West Germany, B.R.D.

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OVERSEAS BOOKS, publishing and Distribution Co., Mitre House, 177 Regent Street, London, W 1, England.

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IDARAH-I ADABIYAT-I DELHI. 5 Mussey Square Ste. 2612, Toronto, Ont. (Urdu Books).

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AUROMERE. 1291 Weber Street, Pomona, California 91768. Phone 714-629-8255. (Importer of spiritual and classical books from India).

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BLACKWELL NORTH AMERICA INC. 10300 S.W. Allen Blvd. Beaverton, Oregon 97005. Phone: 503-643-8423. Telex 15-1234.

CELLAR BOOK SHOP. 18090 Wyoming Ave., Detroit, Michigan 48221. Phone: 313-861-1776. Excellent source for old and out of date publications from India. Reasonable prices, publishes catalog.

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HUMANITIES PRESS. Atlantic Highlands, N.J. 07716. Phone: 201-872-1441. Well selected scholarly titles from India.

IMPORTED PUBLICATIONS INC. 320 W. Ohio Street, Chicago, Ill. Illinois 60610. Phone: 312-787-9017.

IND-US. Box 56, East Glastonbury. Connecticut 06025. Phone: 203-633-0045. (Excellent source for folktales of India and other Asian countries. Also carries English books published in India on cookery, fiction, history, art, etc. Publishes catalog.)

INDIA BOOK HOUSE (N.Y.) Ltd. 10 Norden Lane, Huntington Station, N.Y. 11746. Phone: 516-271-0548.

INTERNATIONAL PUBLICATIONS SERVICE. 114 East 32nd Street, New York, N.Y. 10016. Phone: 212-685-9351.

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## AFGHANISTAN

National language: Pashtu and Dari (Persian)

National Bibliography: None

Selected Bibliographies:

Adamec, Ludwig W. Afghanistan, 1900-1923. A Diplomatic History. Berkeley, Los Angeles: University of California Press, 1967. Includes excellent bibliography.

Afghanistan Council. Recent Books About Afghanistan, A Selected Annotated Bibliography. N.Y.: Afghanistan Council, Asia Society 1973. Useful for tourists and travelers, primarily English language books.

Akram, Mohammed. Bibliographie analytique de l'Afghanistan, 1, Ouvrages parus de l'Afghanistan. Paris: Centre de Documentation Universitaire, 1947. p. 504. Approximately 2,000 entries, divided according to subject, covering broad subject areas from art to tourism.

Hamburg. Deutsches Orient-Institut. Bibliographie der Afghanistan-Literatur, 1945-1967. 2 vols. Hamburg: Deutsches Orient-Institut. 1968-1969.
Vol. 1. works in European languages.
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Excellent comprehensive bibliography classified in broad subject areas.

Haravi, Māil. Fihrist-i-kutub-i-matbū-i Afghanstan: az sāl 1330 tā 1344, 15 sāl. Kabul: Daulati Matba'ah, 1344/1965. pp. 77. (Listing of 450 titles in Dari and Pushto published in Afghanistan from 1951 to 1965.

Kukhtina, T.I. Bibliografiya Afganistana: Literatura na russkom yazyke. Moskva:Nauka, 1965, pp. 272. (This bibliography of Russian literature on Afghanistan has over 5,600 entries.)

Wilber, Donald N. Annotated Bibliography of Afghanistan. 3rd edition. New Have; Human Relations Area Files, 1968, pp. 252. (Excellent source for both Oriental and western language monographs and periodical articles.)

Book Reviews: Radio Afghanistan under a program called Trazooe Tellaii (Golden Balance) reviews books every two weeks. Newspapers and magazines review books irregularly.

Book Sellers and publishers: With the current civil war in that nation, it is practically impossible to get anything from that country. However, following addresses might be useful:

AFGHANISTAN HISTORICAL SOCIETY
Kabul, Afghanistan. (Books and journals in history)

AFGHAN KITAB
Kabul, Afghanistan (Translations)

BOOK PUBLISHING INSTITUTE
Herat (Religion, literature, history)

KABUL UNIVERSITY, INSTITUTE OF GEOGRAPHY
Kabul (Geography)

PUSHTU TOULANA, AFGHAN AEGHAN ACADEMY
Kabul, (Pushtu language books.)

## BANGLADESH

National language: Bengali

National Bibliography:

1) National Bibliography, 1947-1971.Dacca: The Jatiya Grantha Kendra, National Book Center, 67-A Purana Paltan, Dacca2, 1974. Vol. I. Books in General, Vol 2. Literary Works, Vol. 3. Juvenile Literature.

2) BANGLADESH NATIONAL BIBLIOGRAPHY, 1973.- Dacca: National Book Center, 1976- . (Publishes two lists a year, one each for English and Bengali).

Selected Bibliographies

American Libraries Book Procurement Center. PL 480 Program. Accession List. Bangladesh, 1975 -

PLEASE NOTE:East Pakistan, currently Bangladesh, was part of the Accession List, Pakistan from 1962-1972. The cessation of PL 480 program occurred in 1972 as Bangladesh was not an "excess currency " country. Bangladesh was again picked up by L.C. in 1975.

Bangladesh continued ...

Catalogue of Books and Periodicals Registered in the Province of East Pakistan during the quarter ending ... Dacca Gazzett.
(Last issue, issued March 31,1967. Nearly all entries are in Bengali or English, arranged by subject and with full bibliographic information.)

Haq, Shamsul. Bamla Sahitya Granthapanji, 1947-1969. Bengali Literature, a Bibliography, 1947-1969. Dacca: Pakistan Jatiya Granthakendra, 1970, pp. 470.
(Lists Bengali works of about 2,200 writers.)

Book Reviews: Book reviews are featured regularly in the weekend literary supplements of the daily press, and numerous scholarly and popular magazines.

Bookman (Text in English and Bengali) 1979- Quarterly is devoted to books in English and Bengali books. address: Bangladesh Book International, P.O. Box 377 Dacca 3, Bangladesh.

BOOK EXPORTERS: English language

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2) Paramount Book Corp. Ashraf Chambers, 66 Bangladesh Ave., Dacca.

BOOK EXPORTERS: Bengali language:

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2) Bengali Academy, Burdan House, Post Ramna, Dacca.

## BHUTAN

National language: Dzongkha, however, various Tibetan dialects are widely used.

Very insignificant output of published books within Bhutan. More extensive literature on Bhutan appears outside of Bhutan.

# INDIA

National languages: Hindi in Devanagari script. English is used throughout the nation.

Other major languages (in millions): Hindi (162.7), Bengali (44.8), Telegu (44.8), Marathi (42.3), Tamil (37.7), Urdu (28.7), Gujarati (25.9), Malayalam (21.9), Kannada (21.7), Oriya (19.9), Punjabi (16.4), Assamese (9.0), Kashmiri (2.4) and Sindhi (1.7).

National Bibliographies:

Indian National Bibliography (Sanskrit fasciculein Devanagari script available for 1958-62, 63-67) (Text in English), 1957 - . Monthly (Quarterly before 1964). Annual cumulations. Calcutta: National Library, Central Reference Library, Belveder, Calcutta 700027.

(Bibliographical record of current Indian publications received by the National Library under the Delivery of Books (Public Libraries) Act.)

SELECTED BIBLIOGRAPHIES:

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(Includes Indian literature in all languages from 1901 to 1953.)

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4) Brihat Hindi Grantha Suchi, 1965, supplement 1967. Delhi: All India Hindi Publishers, 1965,1967. (Bibliography of Hindi Books).

5) American Libraries Book Procurement Center. PL. 480 Program Accession List. India. 1960-

Book Trade Directories:

1) Directory of Indian Publishers, compiled by Dinkar Trivedi. N. Delhi; Federation of Booksellers and Publishers, Assoc., 1973, pp. 591. (Comprehensive directory of 12,260 publishers divided according to region. city and languages. Provides information on book designers, exporters, printers, review media, literary agents and prizes.

2) Directory of Book Trade in India. by Jai Kishore Sharma, New Delhi: National Guide Books Syndicate, 1973.



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BOOK REVIEWS: In addition to regular book reviews in daily newspapers and scholarly and popular journals, following periodicals are specifically devoted to book reviews in India:

English language book reviews

ASIAN BOOKS NEWSLETTER. (Text in English) 1966- monthly, K.K. Roy Pvt. Ltd., 55, Garihat Road, Box 10210, Calcutta 700019.

BOOK REVIEW. 1976. bi-monthly. Chitra Narayan, editor. a-1/45 Safdarjung Enclave, New Delhi 110016.

BOOK REVIEWS IN PUBLIC ADMINISTRATION. 1974, semi-annually. T.N. Chaturvedi, editor. Indian Institute of Public Administration, Indraparstha Estate, Ring Road, New Delhi 110002.

BULLETIN OF INDIAN BOOKS. 1973. three times a year. Mahendra Meghani. editor. Lok Milap Trust, P.O. Box 23, Bhavnagar 364001.

D.K. NEWSLETTER; a journal of news and reviews of Indian publications in English. fortnightly. K. Rai Mital, editor. 313/74-D Inderlok, Old Rohtak Road, New Delhi 110035.

EXPORT NEWS. Bi-monthly. People's Publishing House, Rani Jhansi Road, New Delhi 110055.

INDIAN BOOK CHRONICLE: news and reviews. 1976, fortnightly Amrik Singh, editor. Vivek Trust, G-11 Hauz Khas Market, New Delhi 110016.

INDIAN BOOK INDUSTRY. 1969. monthly. O.P. Ghai, editor. Sterling Publishers Pvt. Ltd., AB/9 Safderganj Enclave New Delhi 110016

INDIAN BOOK REVIEW SUPPLEMENT. 1968. Quarterly. Delhi Library Association. Box 1270. c/o Hardinge Public Library, Queens Garden, Delhi 6.

INDIA. DEPT. OF PUBLICATIONS. PUBLICATIONS. monthly, Dept. of Publications, Controller of Publications, Civil Lanes, New Delhi 110054.

INDIAN PUBLISHERS AND BOOKSELLERS. 1950. monthly. Sachanand Bhatkal, editor. Popular Book Depot., Dr. Bhadkamgar Marg, Bombay 400007.

India, Book Reviews, English language, continued ...

PUBLISHERS' WEEKLY. 1959, monthly. R.C. Kumar, editor. S. Chand and Co. ltd. Ravindra Mansion, Ram Nagar, New Delhi 5.

RECENT INDIAN BOOKS. 1975. quarterly. Federation of Publishers and Booksellers Assoc. of India. 4833/24 Govind Lane, Ansari Road, New Delhi 110002.

Book Reviews - Regional Languages

BENGALI

ANNRINYA. monthly. S.K. Poddar, editor and publisher. 50-8A Gouri Bar Lane, Calcutta 4.

DARPON. Quarterly, Darpon Publications, 1 Adelaide Villas, Copse Road, St. John, Working, Surrey, England.

PARICHITI. monthly. Parichiti Cultural Association, Gorerhat, via Baruipur, 24 Parganas, West Bengal.

PATRANU. K. Chatterji 122 A Balligunge Gardens, Calcutta 19. India.

TRIBRITTA. monthly. Ranjit Deb., Tribritta Prakashan, 1 Tribritta, Sarani, Cooch Behar.

UTHON. Bi-monthly. Raja Rammohan Sarani. Dipok Dey, 107-2 Amherst Street, Calcutta 9.

VISVA-BHARATI PATRIKA. Quarterly. Visva Bharati University, Publishing Dept. 10 Pretoria Street, Calcutta 700071.

GUJARATI

GRANTH. monthly. Parichay Trust, 19/21 Haman Street Bombay 1.

HINDI

PUBLISHERS' WEEKLY. monthly (Text in English and Hindi) 1959. Editor R.C. Kumar. S. Chand and Co. Ravindra Mansion, Ram Nagar, New Delhi 5.

MARATHI

ALOCHANA. a Marathi monthly devoted to book reviews in Marathi.

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TAMIL

TAMIL CULTURE. Quarterly, Academy of Tamil Culture, 13/11 Jeremiah Road, Vepery, Madras 7.

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VISWA RADHA. Bi-weekly. Andhra Visva Sahitya 208 New Bhoiguda, Secundarabad 3.

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BURHAN. monthly. Nadratul-mussanifeen. Burhan Office, Urdu Bazaar, Jama Masjid, Delhi 6.

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IDARAH-I ADABIYAT-I DELHI. 5803 Sada Bazar. Delhi.
(Urdu Books).

IMPEX INDIA. 2118 Ansari Road, New Delhi 110002
(Books,periodicals and serials in all subjects)

INDIA BOOK EXPORTS. 14 Sunkuram Chetty Street, Madras 1.
(Tamil, Telegu, Kannada and Malayalam books)

INDIA BOOK HOUSE. Education Trust. Rusi Mansion 29, Woodhouse Road, Bombay 400039.
(Indian and English language books on classics, mythology and folklore. Also Children's books).

MAJESTIC BOOK STORE. Girgaon, Bombay 4.
(Marathi Books).

MERCURY BOOK CO. 20 Karuppa Gownder Street, Coimbatore 1, Tamil Nadu.
(Malayalam books)

MINISTRY OF INFORMATION AND BROADCASTING. Publication Division., Govt. of India, Patiala House, New Delhi
Commerce House. Currimbhoy Rd. Ballard Pier, Bombay.
8 Esplanade East, Calcutta.
Shastri Bhavan, 35 Haddows Road, Madras.
(Books in Hindi and all regional languages)

RADHA KRISHNA PRAKASHAN. No. 2 Ansari Road, Daryaganj, New Delhi 110002.
(Hindi Books)

SANJAY PRAKASHAN. Bhave Pustak Bhandar. 917/22 Ferguson College Road, Poona 411 004.
(Marathi books)

R.R. SHETH and Co. Princess Street, Bombay 400002
(Gujarati and Hindi books.)

SHERRIEEF, Basement 5, Ashadeep Bldg. 9 Hailey Road, New Delhi 110001
(Hindi, Punjabi and Urdu books)

STAR PUBLICATIONS 4/5 Asaf Ali Road, New Delhi 110002
(Urdu, Hindi and Punjabi books)

N.M. TRIPATHI (Pvt.) Ltd. 164 Samaldas Gandhi Road, Bombay 400002
(Gujarati Books).

## MALDIVES

National language: Dhivehi (Singhalese dialect)

National Bibliography: No

Book Reviews: No

Selected Bibliographies:

Maldives Islands. A Bibliography. Compiled in the Library of the Commonwealth Office, Downing Street, London, S. W. 1. 1966.

American Libraries Book Procurement Center PL 480 Program. Accessions List, South Asia. (L. C. Only). Includes publications from Maldives.

## NEPAL

National language: Nepali.

National bibliography: None

Selected Bibliographies

American Libraries Book Procurement Center, New Delhi. Accessions List. NEPAL, 1966-

BIBLIOGRAPHIE DU NEPAL. Paris: Centre National de la Recherche Scientifique, 1969 -

BIBLIOGRAPHY OF NEPAL. (Nepalako granthasuei), compiled and edited by Khadga Man Malla. Khatmandu: Royal Nepal Academy 1975, pp. 529.
(Includes 8,329 entries for books and articles published upto 1972 classified under fifteen broad subject categories.)

MADAN SAURABH.1973- . published by the Madan Puraskar Library. Khatmandu: Sridarbar Tole, Lalitpur.
(Provides alphabetical listings of books in Nepali.)

BOOK REVIEWS

The daily newspaper, Gorkhapatra reviews books in its Saturday supplement. Various journals also include reviews.

BOOK DEALER:

Ratna Pustak Bhandar
P.O. Box 98
Bhotahity, Khatmandu.

## PAKISTAN

National languages: Urdu, Punjabi, Sindhi, Pushtu, Baluchi, Brahui and about a dozen smaller dialects.

National Bibliography:

Pakistan Bibliographical Working Unit. The Pakistan National Bibliography, 1947-1961, Karachi, 1973.

Pakistan. National Bibliographic Unit. The Pakistan National Bibliography, annual volume, 1962- . Karachi, Manager, Pakistan Ministry of Education.

Director of Archives and Libraries. Accession List (text in English) 1972, semi annually. Ministry of Education, Director of Archives, Karachi.

Selected Bibliographies:

American Libraries Procurement Center, Karachi. Accessions List, Pakistan, 1962-

Books from Pakistan, Karachi: National Center of Pakistan, 1969 -. Each issue covers titles of the previous year.

Book Reviews

Kitab, a monthly journal in Urdu deals with book trade and announcements of new publications, Sunday editions of most newspapers, scholarly and popular journals and radio and television carry regular book review features.

BOOKSELLER, 1968 - monthly. Editor - Mohammad Saeed Shaikh. Pakistan Booksellers Association, Y.M.C.A. Bldg. Shara-e-Quaid-e-Azam, Lahore.

BOOK DEALERS

M/S BOOK CENTRE, Ahmad Mansion, P.O. Box 1185, 49 Shahrah-E-Quaid-E-Azam, Lahore 3 Phone: 66557.

KHAWAJA SON. Near Light House Cinema, Jinnah Road, Karachi. (Urdu Books)

MINAR BOOK CO. 209 Ghadially Bldg., Sadar, Karachi (Urdu Books)

M/S PAK AMERICAN COMMERCIAL INC. Zaib-Un-Nisa Street Saddar P.O. Box 7359, Karachi 0301. Phone 514713 &511721.

M/S WAJIDALI's, 93-B Gulberg 11, Lahore. Phone: 80872

## SIKKIM

National language: Widely spoken- Nepali. Dialects Den-jong-ke, language of the Bhote, Rong-ke, the language of the Lepcha.
Very insignificant output within Sikkim. More extensive literature appears outside of Sikkim.

Selected Bibliographies:

Those publications acquired by the American Libraries Book Procurement Center in New Delhi, appear in the Accession List, India. Those include the Official Gazette and other publications of the government activities.

Schappert, Linda G. Sikkim 1800-1963. An Annotated Bibliography. (Occasional Paper No. 13) Honolulu: East-West Center Library, 1968.

PLEASE NOTE: Sikkim became the 22nd state of India in 1975, ending the monarchy.

## SRI LANKA

National language: Sinhalese and Tamil.

National Bibliography:

Ceylon National Bibliography, v.1 - , 1963 -. Nugegoda: National Bibliography Branch, Dept. of the Govt. Archivist., 1964-
Renamed: Sri Lanka National Bibliography, 1975-

Based on books deposited with the Registrar of Books and newspapers, Classified Section according to Dewey, alphabetical index according to authors and titles.

SELECT BIBLIOGRAPHIES

Goonetileke, Ian. Bibliography of Ceylon, 3 vols. (Bibliotheca Asiatica 5, 14) Switzerland: Interdocumentation Co. Ag Zug. 1970, 1976. Includes 16,403 entries.

American Libraries Book Procurement Center, N. Delhi: Accession List. Ceylon (Sri Lanka), 1967-

BOOK REVIEWS

No periodical is exclusively devoted to book reviews. Following newspapers review books in their columns:

Sinhalese Newspapers: Silumina, Lankadipa, Janatha, Dinamina

Tamil newspapers: Thinakaran, Virakesari

English newspapers: Ceylon Daily News, Times of Ceylon, Ceylon Observer, Ceylon Daily Mirror, Tribune.

Sri Lanka, continued ...

BOOK DEALERS:

1) Lake House Publishers
   41 W.A.D. Ramanayake Mawatha
   Colombo 2.

2) K.V.G. da Silva and Son.
   Kandy.

3) Wahid W.M.A. & Bros.
   P.O. Box 195
   Colombo 10.

IFLA 1983

IFLA General Conference Munich 1983

Division: Collection and Services

Section: Acquisition and Exchange

88 - ACQUI - 3 - E

# Cooperative Collection Development in the U.S.A.:

## The Example of Colorado

by

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The concept of developing library collections cooperatively is not new. Even without formal agreements, librarians have been aware of what is available in other libraries and often do their selection or non-selection (purposely not purchasing an item) based on their knowledge of other collections.

The ideal arrangement, however, is a formalized agreement designating responsibilities of the individual institutions and outlining their rights. While grandiose nationwide efforts such as the Farmington Plan have been attempted and have failed, they have provided inspiration for smaller consortia or regional groups of libraries to enter into agreements for developing collections cooperatively. Based on the knowledge gained through informal cooperation and the failure of formal cooperating library groups, it is becoming apparent that certain elements and premises are necessary if cooperative collection development efforts are to succeed. At the same time, inflationary trends and increasingly effective technological capabilities are promoting the need for resource sharing, making the need for cooperation in the development of collections more apparent and providing greater opportunities for success.

All types of libraries in the United States are reassessing their traditional collection development goals and their service strategies. There is the realization that if libraries develop a core collection of materials to fulfill the fundamental and primary information needs of their patrons and cooperate to develop backup collections of specialized

and research materials to be shared, they can provide a wider variety and greater depth of resources.

Libraries adopting this philosophy are better able to serve the fundamental information needs of their patrons with a core collection enhanced by avoiding the cost of purchasing resources duplicated by other libraries. The secondary collection is also enhanced as the duplication rate drops and collections not adequately developed previously by any one library are expanded through cooperative efforts.

Cooperative collection development agreements must be well planned, and a long-term commitment must be guaranteed. In the individual libraries, user needs must be established and, based on this information, each library must determine what is necessary to constitute a solid core collection. Combining knowledge about the individual collections identifies apparent strong collections, undesirable gaps or weak collections, and provides the basis for determining what materials should be acquired through cooperative efforts.

Along with the collection study and agreement to develop a collection cooperatively, bibliographic records to provide appropriate access to all materials must be developed in conjunction with an efficient system for delivery of materials. As a cooperative collection development agreement evolves, library patrons must be reeducated to understand the cooperative philosophy. Patrons must have knowledge that the collection they normally access is being developed to meet their immediate primary needs, and resources with greater depth and more variety can be obtained through efficiently-managed remote access.

Traditionally, cooperative collection activities take one of two forms. Interaction is established between like-types of libraries or among libraries located in a defined geographical region or organized system. Examples of cooperative collection development activities of both types can be noted throughout the United States.

The Research Libraries Group, Inc. (RLG) presents the best example of cooperative collection development activities among like-types of libraries. RLG is composed of the largest research libraries in the United States. Its cooperative collection management and development program is closely tied to other programs in preservation, shared resources, technical services, and makes use of union catalogs in an automated data-base. The RLG collection development program has provided a model and methodology for other consortia. Academic Research Libraries (ARL) members in various states are participating in a coordinated collection development project based on the RLG model.

Several states are attempting statewide collection development projects. Legislation passed in 1981 in the state of New York provides funding for coordinated collection development in academic libraries which participate in regional resource sharing. Alaska's libraries have received funding to develop a long-range plan to coordinate resources within the state. Programs in Illinois, Missouri, and Wisconsin are prime examples of how cooperative collection development can be coordinated at the regional or system level. The Illinois Valley Library System and the Northwest Missouri Library System have developed

projects which offer each of their member libraries the opportunity to take part in coordinated cooperative collection development. Multi-library cooperation is a factor in both projects. In the Milwaukee, Wisconsin area, Marquette University, Milwaukee Public Library and the University of Wisconsin-Milwaukee have assessed the strengths of their collections by using intensity codes, and as a result, accepted the responsibility of serving as resource centers in chosen subjects.

These activities support surveys indicating that large research libraries prefer to cooperate with libraries of approximately the same size, while other libraries prefer to cooperate with libraries in a geographical area within a thirty to forty mile radius. Cooperative collection development programs currently in progress in Colorado support this theory. Cooperation of same type libraries and the regional models for cooperation are both progressing successfully.

Cooperative collection development among like-types of libraries in Colorado began in 1977 when the Colorado Alliance of Research Libraries (CARL) incorporated a subcommittee on cooperative purchases. The sub-committee developed into the Colorado Organization for Library Acquisition (COLA). One purpose of COLA is to promote the advancement of Colorado library collections through joint acquisitions. Based on a formula, each of the seven member libraries of CARL annually contribute a portion of their book budget to COLA. These funds are used to jointly acquire unusual or expensive library materials that normally could not be purchased by an individual library, but are necessary for research in Colorado.

A committee composed of the collection development officer of each institution decides what will be purchased and where the item will be located (generally, the library that has a collection most focused in that area houses the item).

Success of the project is evident in the following examples. Prior to the COLA effort, one university was holding a set of Gmelins Handbuck Der Anorganischen Chemie, a distinguished German handook of inorganic chemistry, while three other universities had partial holdings of the publication. COLA coordination relieved all but one library from the fiscal burden of purchasing this item and guarantees that a complete set of Gmelin and the annual updates will be available to researches in Colorado. Gmelin is housed in Penrose Library at the University of Denver which has agreed to purchase supplements, and has guaranteed access to all members of the alliance. By avoiding duplication of less-frequently used resources, participating libraries can acquire a broader selection of materials. The United States Patent Registry, housed at Denver Public Library, and the Roskill Reports on mineral resources, located at the Colorado School of Mines, are examples of items purchased annually with joint COLA funds. One-time purchases for expensive or unusual items are considered by the group on a semi-annual basis. In 1983, eight items were purchased that would not have been selected for the collection of any one of the individual libraries.

Through COLA, the CARL libraries are in the process of writing collection development policies for their institutions. The policies consist of narrative statements describing programmatic support and a

detailed conspectus using intensity codes to indicate the level of the existing collection and current collecting activity.

The conspectus is based on the classification breakout used for the National Shelflist Measurements with the five hundred classifications then grouped into thirty-four broad subject areas. Intensity codes are descriptive values based on a numerical range from zero (out of scope) to six (indicating an exhaustive collection). The statements from the individual libraries will be compiled into a joint conspectus providing a composite picture of collection strengths and current collecting intensities. The work done by the CARL libraries serves as a model for other academic libraries in Colorado. Eventually, the conspectus will reflect the collection of all types of libraries (public, special and school) and relate the collection of all libraries in Colorado into one.

Coordinated collection development on the regional level will become a reality as each multi-type system assists in analyzing the collections of member libraries, determines their strengths and weaknesses, and as libraries assume collecting responsibilities. A major benefit of cooperative collection development activities will be the ability to fill a higher percentage of interlibrary loan requests within the system in a minimal time frame. The responsibility for coordinated collection development need not involve all members of a system, and the bulk of a library's book budget would continue to be responsive to unique community needs and building the primary core collection.

Public and school libraries are being offered instruction and are encouraged to analyze the structure of their collections using a random

sampling from the shelf list. Manipulating data from the shelf list sampling allows the library to determine:

1. Age of entire collection
2. Age of Adult collection
3. Age of Juvenile collection
4. Age of Young Adult collection
5. Age of each section of Dewey classification
6. Percent of Collection by User Category
   (Adult, Young Adult, Juvenile, Other Media)
7. Percent of Collection by type of material
   (Fiction, Non-Fiction-Media)
8. Percent of Collection by User Category
   (A/Fiction, A/Non-Fiction, J/Fiction, J/Non-Fiction, etc.)
9. Percent of Adult Collection by Type of Material
   (Fiction/Non-Fiction)
10. Percent of Juvenile Collection by Type of Material
    (Fiction, Non-Fiction Easy)
11. Percent of Young Adult Collection by Type of Material
    (Fiction, Non-Fiction)
12. Percent of Non-Fiction Collection in each main Dewey class
    (400's, 500's, etc.)

This objective information (added to circulation studies, user studies and analysis of current buying trends) provides the information necessary to write a collection development policy for the individual institution. The information is then collected and studied at the system level, providing the basis for cooperative collection management within a regional system.

The Colorado State Library hired a consultant in September, 1981, to work with libraries to draft and implement a Statewide Collection

Development Plan, showing a unique commitment to cooperative activities. The Colorado Council for Library Development (an advisory council to the State Board of Education) and the State Library have recommended that all libraries writing collection development policies use the format outlined in American Library Association's publication, Guidelines for Collection Development. The Colorado Academic Library Master Plan recommends all academic libraries have policies written in this same format no later than 1985.

Through coordination at the State Library level, each library's policy will be written in a similar format and use similar terminology. The policies are being collected and compared at the State Library. As information about individual institutions is compiled, strengths and weaknesses of the collections in Colorado can be determined to present an overall picture of the resources available, and plans for cooperation can be formulated, implemented, and evaluated.

Ideally, benefits for institutions participating in cooperative collection development would include:

1. the ability to develop more effective core collections;
2. reduction of purchases in some areas with greater opportunity to acquire greater depth in other areas;
3. confidence that titles not purchased will be available elsewhere through resource sharing;
4. coordination of weeding, cancelling and storing of material;
5. the opportunity for coordination of serials and add/drop activities.

6. cooperative purchases of expense or little-used items that would not be purchased by any individual library;
7. coordination of preservation activities;
8. communication with cooperating libraries on a regular basis;
9. potential for combining staff for acquisition and technical services.

Cooperative collection development projects can succeed. We are learning what factors must be considered to promote successful programs and identifying circumstances which can cause cooperative collection projects to fail. The following reasons have been cited:

1. Individual libraries do not adopt formal collection development policies.
2. Policy statements of cooperating libraries differ in terminology and are not comparable; therefore, they cannot be cross-referenced to show inter-reliance and relationships between and among libraries.
3. Groups of institutions wanting to cooperate do not write formal, coordinated collection development policy statements to delineate acquisition responsibilities.
4. Coordinated collection development efforts do not take into consideration individual libraries' needs.
5. Lack of understanding or inability to coordinate funding among different types of libraries shows a need for commitment on the part of institutional administrators.

6. Inability to commit fiscal resources to the program gives the planning group responsibility but no authority.
7. Failure to designate a person or agency to coordinate time-consuming activities hampers the effectiveness of the plan.
8. Lack of faith in the ability or willingness of other libraries to carry out collecting responsibilities places unequal burdens on some agencies.
9. Unwillingness to relinquish collecting in all areas defeats the goal of cooperation.
10. Failure to develop alternate plans when participating libraries do not honor their commitment causes delays and a need to reassess.
11. Cooperative collection development fiscal commitments become easy prey in times of budgetary cutbacks.
12. Inadequate bibliographic access to holdings of cooperating libraries makes resource sharing impossible.
13. Delivery systems are not adequate to support effective resource sharing.
14. Plans originated in less-prosperous times are abandoned when funding becomes plentiful.
15. Cooperative collection development is not a quick or easy process.

We have learned that commitments need to be made from strong local bases building up to regional, statewide, and national levels. Building on the experience of other groups will provide for compatibility and will help assure success.

IFLA 1983

IFLA General Conference Munich 1983

Division: Collection and Services

Section: Acquisition and Exchange

89 - ACQUI - 4 -

# The Collection Bibliographic Control and Accessibility of Grey Literature

by

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The Collection Bibliographic Control and Accessibility of Grey Literature

by Dr D N Wood. Head of Collections, British Library Lending Division.

Abstract

Grey literature ie. literature not available through normal bookselling channels, is produced in large quantities but is not widely publicized, indexed or easily accessible. National and international systems have been developed to improve its availability and some commercial organizations have entered the field. Many of the problems associated with grey literature could be overcome if producers were more aware of its value and took steps to promote its use.

Let me begin by asking and then trying to answer a question which many people ask when the term "grey literature" is mentioned. It is "What is Grey Literature?" Sometimes the question is answered by using equally obscure terms such as "semi-published" and "non-conventional". On other occasions an explanation is offered by referring to categories of material such as reports, theses, conference proceedings, preprints and official publications. This is also unsatisfactory since many items in such categories are in no sense unconventional; they are conventional in appearance and can be acquired by placing subscriptions or orders through agents and booksellers. This leads me to what I regard as the most useful definition of grey literature; it is that material which is not available through normal book-selling channels. As well as being the subject of haphazard or specialized distribution arrangements it also has a number of other distinguishing characteristics - small print runs, variable standards of editing and production, poor publicity, poor bibliographic control, unacceptable format eg. microfilm/microfiche and poor availability in libraries. It has another important characteristic, namely that it contains information likely to be of use to a considerable number of people. It is a costly public asset going largely to waste.

Some idea of the scale of the problem confronting those who seek to provide a better fate for grey literature can be gained from a few rough and ready statistics.

The US National Technical Information Service issues over 70,000 "unpublished" reports per year. It has been estimated that British local authorities produce between them around 50,000 documents per annum.[1] The BLLD indexes 15,000 British reports translations and theses each year. It is expected that the recently established System for Information on Grey Literature in Europe (SIGLE) will make available 30,000 European reports etc. per year. A fairly recent report on agricultural grey literature suggested that around 6,000 documents per year, (220,000 pages) were produced each year in the EEC countries.[2]

These figures give no more than an indication of the size of the problem, but whatever its real size, we can be confident that it is increasing as the world's output of literature increases, and the proportion of grey to white goes up at the same time.

The difficulty in estimating the output of grey literature is to some extent due to the inadequate publicity given to this type of material - particularly in the less well developed countries. This arises partly out of the mistaken belief that grey literature is essentially ephemeral, and that it is of local interest only, and partly because the originating organizations have neither the staff nor the financial resources with which to promote it or to deal with the demand that such publicity might encourage.

The unwillingness and inability on the part of producing organizations to promote their output of grey literature leads to problems for the proceducers of secondary services, for libraries who wish to collect it and for end users.

Although most secondary services profess an interest in covering grey literature (although some, perhaps recognizing the problems, do not) few succeed to any great extent. This is probably a reflection of the high cost of tracing and obtaining such material - not the literature costs, but the staff costs involved in setting up supply channels and keeping them open. These are the same costs which prevent many libraries being active in this area. Those that are, only succeed through establishing personal contact networks, using collecting agents, developing exchange arrangements, undertaking acquisition tours, making use of embassy services in foreign countries, and so on.

Because of these difficulties the collection, bibliographic control and provision of document delivery services on anything like a large scale has tended to be the province of a few specialized organizations. These organizations tend to fall into one of three categories; national centres specializing in grey literature, national or international centres specializing in particular subject fields and which include grey literature, and national centres attempting to develop comprehensive collections of literature (including grey literature) in all subject fields.

Perhaps the best known centre specializing in grey literature is the National Technical Information Service in the USA. For well over 20 years this government agency has been acquiring, recording, reformatting and promoting American research reports produced in the course of government-sponsored research and development. The reports are available in hard copy and microfiche and are sold throughout the world directly, or through appointed national agents. The documents are listed in Government Reports Announcements and Index, a fortnightly index with regular cumulations.

Other government agencies in the United States perform similar services in more specialized fields. For instance, the Department of Energy (DOE), the National Aeronautics and Space Administration (NASA) and the Educational Resources Information Center (ERIC) each releases and publicizes through its own secondary services (both printed and on-line) many thousands of reports each year.

Whether the flood of grey literature from the US will continue at present levels depends on many factors including the ability of libraries to buy it. Another is the willingness of government to make information publicly available. Only recently the Reagan administration has acted in a way which suggests that it intends to be less sympathetic towards the release of possibly sensitive scientific information.

The NTIS is not only concerned with US grey literature, but is also attempting to acquire reports etc. from other countries. These it adds to its collection, lists in its data base and sells to interested parties.

Outside the US the bibliographic control and availability of grey literature is less well organized. A few international organizations such as the International Atomic Energy Agency (IAEA) and the Food and Agricultural Organization (FAO) have built up document supply services for reports, and support these with bibliographic tools such as INIS Atomindex and Agrindex. Also there are a number of national centres, particularly in the nuclear energy field which have collected grey literature (much of it security classified) on a considerable scale. The United Kingdom Atomic Energy Authority and the French Commissariat a l'Energie Atomique are two examples. In Germany the so called central specialist libraries eg. TIB in Hannover and the Central Agricultural Library in Bonn have been given a national responsibility for providing services in their subject areas, and as part of their remit collect grey literature.

An interesting development has taken place at the Informationszentrum Sozialwissenschaften in Bonn.[3] Since 1969 this centre has been collecting information on Social Science research projects in the Federal Republic of Germany, Austria and Switzerland. The register contains details of over 37,000 current projects, and since 1979 has been used as the basis for developing a collection of grey literature. All research workers registering projects are invited to submit copies of their intermediate and final reports and this results in about 800 reports per year being received. After recording the documents in an on-line data base they are passed to the University of Cologne Library which provides a document delivery service.

In the Netherlands a similar development is taking place at the Social Science Information and Documentation Centre (SWINDOC) in Amsterdam.[4]

Two large national libraries, the Centre de Documentation of the CNRS in France and the British Library Lending Division in the UK are examples of centres which collect a wide range of subject matter and have an interest in grey as well as conventional literature.

The BLLD has been collecting grey literature for over 20 years, and has developed a vast collection of reports, theses, translations, supplementary publications, local government documents and semi published conference proceedings.[5] Details of its holdings are announced in publications such as British Reports Translations and Theses, Index to Conference Proceedings Received and Current Serials Received. It acquires the bulk of its grey literature through exchange agreements, special acquisitions arrangements with producers, through British embassies abroad and via collecting agents with specialist knowledge of a geographical area or type of material. For instance, non-HMSO government publications are obtained direct from Departments through special arrangements supported by the Committee of Departmental Librarians; British doctoral theses are filmed and added to stock under

agreements with university libraries; and British local government reports are supplied under contract by a commercial organization Capital Planning Information.

The difficulties which libraries and users face when trying to obtain grey literature has led commercial entrepreneurs to enter the field. From across the Atlantic for instance the Congressional Information Service indexes, abstracts and microfilms all of the US Congress publications, whilst Micromedia Limited produce a monthly index Microlog giving details of Canadian federal, provincial and local government publications and reports of non-government research institutes and professional associations. Micromedia also offers a hard copy document delivery service. University Microfilms is another example, for many years it has been distributing, on demand, copies of documents including North American doctoral dissertations.

In the United Kingdom, Chadwyck Healey, a small company with specialist publishing interests, launched a scheme in 1980 to collect and index non-HMSO official publications.[6] They now produce a bi-monthly catalogue of the publications of government and quasi-government organizations - about 400 bodies in all. The majority of the publications listed are available from Chadwyck Healey in microfiche form.

One of the most significant developments in the field of grey literature in recent years has been the setting up of SIGLE the System for Information on Grey Literature in Europe. This CEC-supported system evolved out of a meeting of 30 grey literature experts held in York in 1978.[7] It consists of a consortium of EEC countries which have agreed to collect, index and, most importantly, provide document delivery services for grey literature.[8] The countries currently involved are France, Germany, the UK, Belgium, Luxembourg, Ireland, Denmark and from outside the Community, Sweden.

The national centres are those organizations (including the BLLD) which before SIGLE were already active in the field of grey literature and which have agreed to provide input to an agreed standard to a common bibliographic data-base. This data-base is now accessible through Euronet DIANE and is expected to grow at the rate of 30,000 records per year. Although the data-base was originally concerned with scientific and technical documents the consortium has recently agreed to expand coverage to include social science and economics. The document delivery aspect of the system has not been centralized. Individual collecting/input centres are responsible for providing copies. Details of availability are given on the data-base.

In the preceding paragraphs attention has been drawn to some of the problems posed by grey literature and some of the ways in which it is being brought under control. Many of the problems would be easier to overcome if producers of such literature realized its potential value and became more concerned about its fate. Among the steps that such producers might take are:

1) to produce reports to a better bibliographic and physical standard
2) to be less restrictive in what they release
3) to announce documents through local publicity and by sending copies to appropriate secondary services
4) to send copies to national depositories - both copyright libraries and in their work
6) to have larger print runs to meet the demand that more publicity will generate.

These actions require additional resources ie. money and staff. However, to those who see this as an essential drawback I would make the point that the information contained in these documents costs infinitely more to generate. Having got the information it surely makes sound economic sense to exploit it.

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Division: COLLECTION AND SERVICES

Section: ACQUISITION & EXCHANGE

116 - ACQUI - 5 - E

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Zhai Zongshu

Head of Exchange Section

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# INTERNATIONAL EXCHANGE OF PUBLICATIONS IN THE LIBRARY AND INFORMATION SYSTEM OF THE CHINESE ACADEMY OF SCIENCES

The international exchange of publications is in the interest of exchanging publications based on consultation among academic, scientific and cultural institutions throughout the world. It is a means which not only depends upon commercial publications to allow the patrons in all countries to learn science and technology from each other. The international exchange of publications has a long history. It is not only a better form of international cooperation in the sphere of science and technology but also an effective method of obtaining much needed materials. It serves for furthering exchange of information in the field of science and technology, promoting friendship among the people of every country and enriching collections of foreign publications.

The chinese Academy of Sciences was founded in 1949. The library of the Chinese Academy of Sciences was established in 1951. There are four regional libraries now, namely: Shanghai library, Wuhan library, Chengdu library and Lanzhow library and more than 140 libraries of different sizes belonging to the different institutes which are affiliated to the Academy. Thus the library and information system of the Chinese Academy of Sciences has been formed. The Library of the Academy acts as the central library of this system, and mainly serves the scientists working in the Academy. But the regional libraries and the libraries belonging to institutes individually provide the researchers of their own regions and institutes with books, periodicals and other materials. A good collection is the material basis necessary to serve patrons well. The development of a library's collection not only depends upon acquisition through purchase, but also on gifts and exchange. Therefore a great attention has been paid to this

work from the founding of the Academy. Although the history of international exchange of publications in the library and information system of the Academy is not very long, yet it started with the birth of the Chinese Academy of Sciences, before the establishment of the Central Library. At the beginning, the international exchange of publications was initiated by the Liaison Bureau (of Foreign Affairs) under the leadership of the Academy. In 1951, this work was taken over by the Central Library and centralized exchange was carried out when it was formally set up. At the initial stage, the Library maintained exchange contacts with only 93 institutions in 15 countries and received in return from abroad about 3,760 volumes of periodicals each year. Accompanying the development of science, technology, and publication, the international exchange of publications in the Central Library was expanded. In 1958, exchange programs were conducted with 833 institutions, in 52 countries, the number of volumes received through exchange grew to 28,428 volumes each year. Compared with the initial stage, this was a twofold increase in participating countries, and a sevenfold increase in both the number of institutions and the number of periodicals. By 1965, the Central Library had established exchange relationships in succession with 1,829 institutions, covering 69 countries in Asia, Europe, America and Oceania etc. Among them, there were the important scientific research institutions, such as the academies of Soviet Union and Eastern Europe as well as Australia, Austria, Finland, The Netherlands and Sweden. Moreover the Deutsche Forschungsgemeinschaft, Science Research Council (U.K.), The Royal Norwegian Society of Sciences and Letters, Centre National de la Recherche Scientifique (France), Consiglio Nazionale delle Ricerche (Italy), Science Council of Japan, National Research Council (Canada) were included. A total number of more than 3,000 titles of periodicals and serial publications exchanged had been received. After 1966, owing to sabotage by Lin Biao and the "gang of four", exchange of publications was almost at a half standstill. After the smashing of the "gang of four" in 1976, especially since the convening of the Third Plenary Session of the 11th Central Committee

of the Communist Party of China, springtime for science has been coming, it was also a season of spring for international exchange of publications. With the renewing and developing of sciences, further demands on international exchange of publications has been set. In order to serve the research works of the Academy best, the Central Library not only took the initiative to resume the former exchange agreements which had been stopped, but also make great efforts to enter into new exchange programs. In addition, various scientific and technical publications have resumed publication one after another, and some new periodicals have been published. All these fostered the development of international exchange of publications. By the end of 1982, according to incomplete statistics, more than 1,500 institutions in 70 countries and areas have maintained active exchange agreements with the Central Library and over 3,000 periodicals and serial publications have been received through exchange. This figure approaches to the level of 1965 before the "cultural revolution".

Now, let us have a look at the work of the international exchange of publications in the research institutes. The institutes subordinated to the Academy have engaged in succession in the exchange of publications since 1956. From the 1950s until the convening of the Third Plenary Session of the 11th Central Committee of the Communist Party of China, only 19 institutes operated exchange of publications. After the Third Plenary Session, alongside the opening of our foreign policy and the increasing needs of monographs and periodicals by scientists, 31 research institutes have developed the exchange of publications, three time the number participating during the 1950s. At present, more than 50 institutes affiliated with the Academy have carried out international exchange of publications. Among them, some have a long history and good basis, such as Nanjing Institute of Geology and Paleontology, Purple Mountain Observatory, Beijing Observatory, Institute of Botany, Qungdao Institute of Oceanology. They all conducted their exchanges in the mid 1950s. Some started late but developed

fast, such as Institute of Geophysics, Institute of Physics, Institute of Acoustics, Shanghai Institute of Plant Physiology, Dalian Institute of Chemical Physics, Yunnan Observatory, Lanzhou Institute of Glaciology and Cryopedology, etc. They all developed international exchange of publications by the end of the 1970s or in 1980s. Regardless of whether they joined the international exchange of publications early or more recently, all these institutes have benefitted from their participation in both their collection building and readers' services, which improvements were welcomed by researchers.

For thirty years, achievements in international exchange of publications in the library and information system of the Academy have been outstanding. Up to now, the system has had active exchange programs with some 5,000 institutions in approximately 80 countries and areas in 5 continents and received from abroad more than 5,000 periodicals and serial publications. The volumes, totalling 627,876 of monographs, periodicals and the other materials, have been received through exchange by the Central Library only. Thus, international exchange in this system plays an important role in building library collections, serving research and in exchange and cooperation in the field of literature, good results have been achieved. Through professional practice for thirty years, we have gained rich experience, due to the limited space of this article, emphasis will be laid on a few of main respects as follows:

1. <u>To study the needs of patrons is the important basis for operating international exchange for certain purposes and in a planned way</u>. International exchange is carried out according to the scope of acquisition policy of the library. In addition, it will be also conducted in accordance with the requirements of the researchers. In this system, we chiefly serve the researchers of the Academy, therefore, they are our main patrons. So to study the needs of them is an important basis to conduct exchanges for a definite

object. How can we learn the needs of the researchers? the following methods are adopted:

To visit institutes. The Central Library and the institutes are separate, but they are units of equal rank. The buildings of the library are located at a certain distance from each institute. If we want to know the needs of the researchers, we must go to the institutes where the researchers work. Sometimes the Central Library sends the concerned staff to pay visits to selected institutes according to their research priorities. Either we visit the professional offices of the institutes, make inquiries of the exchange librarians who work in the library attached to the institute, or have an open-ended interview with a group of a select researchers who work in the institute, and learn their requirements for exchange materials directly and indirectly. Surveys are focused on the institutes where the international exchange hasn't yet operated.

To make survey by letters. According to research task, a survey is conducted among a selected institutes and scientists, to which the questionnaires printed are sent out irregularly. Items of survey include: title required; editorial board and its address; the name, institution, address, telephone number of those who recommend the publications for exchange, and results of handling etc. This method is applied mainly to the institutes outside Beijing far away from the Central Library. The questionnaires will be sent directly to Exchange Section of the Central Library when being completed.

To install survey points. That is to put some request slips mentioned above in catalogue room and reading room concerned. This is made for the patrons who come in the Central Library to borrow and read. If they find that the materials they need isn't available in the Central Library, they may write down the titles they need on the request slip item by item. The completed request slips will be passed to Exchange Section for handling by the librarians.

To listen directly to the comments of the patrons. This is a method adopted by the special libraries attached to the institutes, which is a simple and convenient method. Each special institute has a library of its own. Exchange librarians can go directly to the research division of their institutes to ask the researchers about their needs for exchange materials. The researchers may also tell the exchange librarians what materials they need or list the titles they want and hand it to the librarians for handling. Otherwise, a readers meeting is sponsored annually by the Central Library in order to listen to the comments on its services, including the demands on the exchange materials.

The patrons are informed immediately, in person, by telephone, or by letter, to come and borrow as soon as the materials they need are received through exchange.

2. To devote great efforts to investigate foreign institutions is an important step in establishing and expanding an exchange of publications. Exchange of publications is a cooperation in the field of literature between two countries and two institutions. It concerns both sides and is restricted by various factors, such as characteristic of institutions, publications available for exchange and financial situation etc. It cannot always be done as one would like. Thus, we should make an investigation with reference to foreign institutions if we want to find an appropriate exchange partner and to reach a satisfing agreement. We think that the following investigations should be made:

To investigate information about exchange possibilities provided. There are thousands of various kinds of institutions all over the world, but not all the institutions can provide exchange possibilities. The most important problem is to discover what kinds of institutions participate in international exchange? Only when this has been understood can the proper exchange partners be chosen. Generally speaking, each country's national library, ex-

change center, and research center are the main exchange organizations. Others, such as academies, research institutions, learned societies, and universities, all operate international exchange. A few of editorial offices and publishing houses conduct exchange also.

To investigate the characteristics and interests of institutions. After finding information concerning exchange possibilities, how do we choose the proper exchange partners? It is necessary to investigate their characteristics and interests. Different institutions have different exchange policies and principles of their own, and have different interests and requirements. Is it a comprehensive institution or a special institution, a learned institution or an administrative institution? If it is a comprehensive institution, such as national library, exchange center, research center, library and information center, comprehensive university etc., in general, their interests are extensive. They would like to obtain more publications published in our country or by the Academy. In return, they can also provide publications from their country or institution. As the library and information center of the Academy, we consider that those institutions and the Central Library are similar in characteristics. Both are all comprehensive institutions and act as the centers. Therefore, those institutions are the most proper exchange partners for the Central Library. The Central Library is pleased to cooperate fully or partially with them and supply them with the publications from the Academy. The publications of the other institutions in China may also be supplied appropriately on request. At present, we have more than 140 periodicals and serial publications available for exchange. Among them, over 80 titles published by Science Press, affiliated to the Academy, and over 60 published by the other presses in China. Most of them are in nature science with abstracts and titles in English, 11 titles, are published in English. In addition, there are two periodicals "Library and Information Service" and "Science Research Management", published by the Central Library itself, which are all with titles in English

and are available for exchange. Currently, the Central Library has already maintained active exchange agreement with some of the above mentioned institutions and would like to enlarge the existing exchange of publications. If they are specialized institutions, their interests are generally in the science of their specialty or in the related fields. They offer their own publications only. As they are highly specialized institutions, they wish to exchange publications with their foreign counterparts. So they are ideal exchange partners for the institutes subordinated to the Academy in our country, because both of them offer their own publications for exchange. But being the library and information system center, the Central Library's needs are diverse, thus, some of the above special institutions are also the better exchange partners for the Central Library. Usually, the special institute exchanges the highly specialized materials which are useful to this institute only,and the materials in related fields, needed by a few institutes, are exchanged by the Central Library. The Central Library not only offers special periodicals but also can satisfy needs for materials in related fields. If they are learned institutions, their focus is on exchange, they exchange publications, and even send publications on a gratis basis. If they are merely administrative institutions, they do not operate any exchange scheme for publications. Moreover, language is the means of exchange. Most of the exchange partners are interested in publications in English. If there is an Oriental Section or Chinese Department in an institution, its collecting focus will be on Chinese materials.

To investigate publications available for exchange. Information about the publications available, such as their language, subject, type, quantity, and quality as well as whether we need them, is essential for reaching an exchange agreement. Some institutions have quite a few publications, but few or none of them are available for exchange. Some supply government publications only, some provide duplicates merely, some dispose of theses and reprints for exchange purposes, some of them even can purchase books and other

materials needed for exchange partners, etc. We consider that in the process of exchange, it is necessary to respect the requirements of exchange partners and to consider our own needs. The Central Library is a comprehensive library of science and technology. Scientific and technical publications are of great interest to the Library. The Central Library exchanges chiefly academic journals and serial publications, published in English, in the fields of science and technology, especially in new techniques, both theoretical and applied, in the past, present, or future. The non-purchased materials, such as technical reports, research reports, preprints etc, which can't be acquired through the common commercial channels are also welcomed. Works on important achievements in the researches of natural sciences and proceedings on the newest techniques are within the scope of exchange of the Central Library as well. Of course, the Central Library also hopes for receiving through exchange the publications published by foreign publishing houses if possible. The special institutes affiliated to the Academy would like very much to exchange all types of publication closely related to their special fields of study. Only if information concerning the publications available for exchange are known clearly, the materials needed can be exchanged.

To investigate exchange institutions, we read up mainly the reference books published abroad recommending the foreign institutions and Handbook of International Exchange of Publications; next we look up in books, periodicals, notice on forthcoming conferences and various pamphlets introducing the new books and periodicals published in foreign countries. In recent years, through foreign visitors, we have learned the requirements of our foreign colleaques, new ways of exchange has been opened, cooperation in the field of literature has been improved. In short, the more thoroughly we investigate foreign institutions the more information we know and the more clearly we understand their needs. Thus we can know our exchange partners as well as ourselves. A satisfied exchange agreement can be reached.

In accordance with what we know, different lists of exchange publications

are compiled in different categories. Such as the periodicals list, the serial publications list, the Chinese books list, the list of books in English, the new books list, the list of books in stock, and the special list. According to different needs, different exchange lists are supplied to different exchange partners to satisfy their different requests, and a good results have been achieved.

3. To take the initiative in supplying materials is an important prerequisite to keep international exchange of publications continuing and developing. International exchange of publications aims at exchange information in the field of science and technology to foster the development of science and technology. But it is not a common commercial transaction at all, stress should be laid on exchange. Therefore, we advocate the principle of giving and receiving, a certain balance is necessary, but stress won't be put on equal price. This is because that each country has its different price policy and different currency system from others. It is almost impossible for us to make absolute equal price. We want to exchange on a title per title, volume per volume basis, which is a way universally adopted all over the world. To concentrate on economic value alone will affect the continuous development of international exchange. In the process of exchange, for this or that reason, these cases, such as giving more and receiving less and vice versa, even only giving and no receiving can work temporarily. For instance, for certain reasons the publications of one side might cease suddenly but that side might still hope to receive publications from the other; for another example, publications published by a certain institution are of interest to the other institution, and there is no appropriate publication in exchange, from the viewpoint of exchange, the needs of the first institution should be considered, and the publication of interest should be forwarded on request. During the"cultural revolution", when all our publications ceased, no publications could be sent in exchange, but we still had contact with more than 500 institutions in 28 countries and they maintained an active exchange

program with the Central Library, for which we thank them. After resumption of our publications, the publications were firstly forwarded to the institutions mentioned above. To meet the demands of certain institutions the Central Library send its publications to institutions which needed them on the same one-sided basis.

The other aspect of taking initiative activity is that neither exchange partner should have to make continual specific requests for the publications issued by the other, both can receive automatically exchange lists and materials from each other. In ideal exchange the exchange partner ought to consider always the needs and interests of the other partner, and send materials to each other on their own initiative, for example, the up-to-date bibliographies or even the new publications should be sent regularly or irregularly each other.

4. To advertise and disseminate monographs and periodicals received through exchange is an important method to make a full use of exchange materials. As mentioned above, a rich collection is necessary to serve patrons. The purpose of exchanging materials is to provide them for patrons to use. Thousands of materials are received annually through exchange. If the materials exchanged are not disseminated and reported, how can researchers learn about them and use them immediately? For that purpose, different forms of introducing exchange materials have been adopted. The most important forms of them are as fellows:

To hold irregularly exhibitions of monographs and periodicals exchanged. In order to make the readers of the Academy learn what materials have been received through exchange, exhibition of monographs and periodicals are irregularly held by the Central Library. That is: a number of received monographs and periodicals of good quality are chosen and displayed in exhibition room under main categories, the exhibition period in general lasts about a month, the researchers of the Academy are invited to come and vi-



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sit and give some comments on the materials exhibited. Visitors may read and extract in the exhibition room, photoprints may also be made. To put the new materials received through exchange in reading room immediately and directly for readers use is the method adopted by the library of institutes subordinated to the Academy.

To compile bibliography of the up-to-date monographs and periodicals received through exchange. In order to make the reading public aware of the latest materials exchanged, the Central Library generally compiles annually a bibliography covering the new titles received through exchange this year, arranged by country, and distributed to the institutes affiliated to the Academy. Bibliographies of articles of exchange materials have been compiled monthly by some of the affiliated institutes for internal interchange. The Central Library has often received the bibliographies of articles of exchange materials from the libraries of Nanjing Institute of Geology and Paleontology, Dalian Institute of Chemical Physics, and Purple Mountain Observatory.

To introduce the new monographs and periodicals exchanged in a journal published in China. Introductions to select up-to-date monographs and periodicals received through exchange, which are not available or few are found in our country nowadays are reported in a journal published in China, so that these monographs and periodicals can be understood and made full use of by the reading public. Dissemination and circulation should be extended to non-purchased materials, which can't be acquired through commercial channels and few can be found in our country presently, to allow these materials to play a greater role in research.

Moreover, it is indispensable that international exchange of publications should coordinate with acquisition and there must be professional staff responsible for it; different kinds of form letters should be applied; correspondence has to be well handled and various exchange records and statistics must be kept carefully etc. All of those will not be detialed here.

Professional practices for more than thirty years prove that international exchange of publications has obvious advantage. From now on, we will do our best to develop international exchange of publications. We would like to continue to establish exchange of publications with friendly countries and people all over the world on a basis of mutual respect, equality and mutual benefit, and to exchange experiences continuously. International exchange of publications depends upon the initiative of the library workers all over the world. With the continuous development of science and the increasing number of science publications as well as the extensive and usual exchange of publications among libraries in different countries, friendly relations and further cooperation among libraries all over the world will be created. We believe that, so long as we make joint efforts, the international exchange of publications will have a bright future.

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Division: Collections and Services

Section: Acquisition and Exchange

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# Present problems in foreign literature acquisition for research libraries in the Federal Republic of Germany

by

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Dr Dieter Oertel:

**Present problems in foreign literature acquisition for research libraries in the Federal Republic of Germany.**

The research libraries of the Federal Republic of Germany, particularly university libraries, have a long period of prosperity behind them. Since the beginning of the sixties, budgets have always risen, although to varying degrees. The recommendations for academic libraries of the Wissenschaftsrat (Academic Committee), published in 1964, contributed to this as much as the plans for the construction of universities in individual Länder (States of West Germany). In many cases the yardstick was the generous budgets of the 20 or so newly established universities, which reached large financial proportions as a result of so-called foundation grants. At the 'old' universities, which in contrast with the new ones have the dual system that became traditional in Germany, namely strong Institutional Departmental and Faculty Libraries side by side with the central university library, the cost of maintaining the non-central libraries has risen sharply. Exact figures are not available, but it may be assumed that in 1981 a well-established 'old' university had a current budget of between 5 and 7 million marks for the acquisition of monographs and serials, split in a rough ratio of 1:2 between the central university library and the subject libraries of the Institutes, Schools and Faculties. At the recently founded universities, which operate a unified library system under which all resources are controlled by the central library, the budget totalled on average between 3 and 4 million marks. With regard to the new universities it should be pointed out that whilst they need extra means for the acquisition or supplementing of older literature from antiquarian booksellers or by purchasing reprints, they do not on the other hand need to collect literature on such a wide scale as the libraries of the 'old' universities, as only part of the spectrum of subjects is represented in research and teaching. In all these acquisition programmes foreign literature plays a prominent role. Although the 'usual' textbooks for students are in German as well as numbers of the serials and research monographs, the proportion of foreign literature in university libraries amounts to an average of 50-60%, according to 1981 statistics.

A fundamental change occurred in 1982. In almost all the federal states the deterioration in the financial climate resulted in immediate and sometimes biting cuts which hit the libraries as well. As a result of two surveys by our colleague Dr Landwehrmeyer, Director of the University Library in TÜbingen, we have relatively reliable figures. The first survey was carried out early in 1982 in conjunction with

Dr Brigitte Seiler of the Deutsche Bibliotheksinstitut; the results were published in the Zeitschrift für Bibliothekswesen und Bibliographie 29 (1982) pp 260-270. A further survey took place in early 1983; at the time of writing the data from this survey had not yet been published. Both surveys are based on the assessment of questionnaires that were completed in the first instance by 86 and in the second by 48 academic libraries in West Germany (National libraries, Centralised Specialist Libraries, University Libraries and Regional Libraries). What picture emerges from these surveys? It is clear from the replies that the cuts in 1982 affected 80% of the libraries, and that only 12% of the university libraries were completely unaffected. In all an estimated 20 million marks less was available for the acquisition of literature in 1982, and university libraries bore 18.7 million marks of these cuts. It was a particular blow that at the same time not only did the price of books and serials rise sharply (up to 30% from 1981 to 1982), but the Deutsche Mark also fell against the dollar. Since in almost all libraries a large proportion of foreign acquisitions had to be paid for in dollars, the exchange rate caused a dramatic fall in purchasing power. Libraries reacted in various ways each according to its own particular circumstances, to this challenge, but certain common denominators may be detected:

1. The reduction of expenditure on monographs and textbooks, particularly in cases where multi-copy orders had previously been placed.

2. A great reduction or complete discontinuation of antiquarian purchasing.

3. The avoidance of standing orders for books in series in favour of selected individual titles.

4. For serials:
   - firstly, a reduction in the large number of multi-copy orders that are still to be found at universities, particularly in the case of expensive serials;
   - more critical selection of new titles.
   - cancellation of serials of lesser value or of borderline interest to the university concerned.

Serials are of particular importance because of their relatively high cost and their continuing burden upon the budget. In the 48 libraries that replied to the second questionnaire sent by Dr Landwehrmeyer, a total of 25,000 serial subscriptions had been cancelled, around 520 per library. In looking at these figures it must be taken

into account that according to 1981 statistics the Staatsbibliothek Preussischer Kulturbesitz in Berlin for instance held 32,000 currently received serials, the Staatsbibliothek in Munich 28,000, the library of the Institut für Weltwirtschaft 18,000 and the university libraries between 3,500 (in the smaller universities) and 12,000 (in the larger ones). On average current serials purchasing was reduced by 10-15%; the most stringent cuts were in North Rhine Westphalia with 780 titles per library, the least stringent in Bavaria with 200. This also shows that conditions vary considerably from one federal state to the next; this is especially true of the starting points that are taken as a basis for budgetary calculations. In North Rhine Westphalia for instance, the most densely populated federal state, university libraries had been extremely well funded in previous years and had thus been able to pursue a fairly comprehensive acquisition policy. The cuts of 1982 were admittedly drastic, but occurred when the libraries were in a position of comparative strength, so that after the cuts respectable figures still emerged. The Saarland on the other hand is a very small state and only possesses the University of Saarbrücken; it had always funded the library there in a rather modest fashion, but during the financial crisis it was able to continue to raise the library budget.

The cancellations concentrate particularly on the expensive serials in the fields of the Natural Sciences and Medicine, which have very often 'distinguished' themselves by disproportionately high price rises. Within the universities these cancellations are made in coordination with the departmental libraries, so that only one copy of certain serials is held in the University, which was never the case before. In addition, serials are cancelled above all where they are on the border of a library's scope, having perhaps been subscribed to years ago as the result of a specific request by a lecturer, which now appear dispensable. Perhaps this 'slimming course' will help some libraries to concentrate once again on the essentials. On the other hand we must beware of the plausible illusion that a deterioration in local document supply can easily be balanced out by inter-library lending. This is especially true for books and serials that are required for long periods or by a large number of users in the library that holds them. Moreover, the inter-library loan system itself, a very sensitive instrument, cannot stand any further large increases in demand. The number of requests submitted in West Germany already stands at around 2 million and is a particularly heavy burden on the large libraries. It should also be made clear here that inter-library loan is expensive. It was calculated about three years ago that the processing of an inter-library loan request costs libraries 25 DM inclusive of postage; if the cost of a book is say 75 DM, then it takes only three loans of the book by a university for it to become in economic terms no more expensive to acquire than to borrow it from another library.

All in all it may be said that the measures that have been taken are not yet threatening the essence of the library, but they are nevertheless severe warning signs. Libraries, universities and academic organisations have naturally not been idle. By appeals to the relevant ministries, more cooperation between libraries and the re-grouping of funds within the public budgets, attempts are now being made to reverse the negative trends.

1. The West German Conference of Principals, representing all the universities, warned against further restrictions in library budgets in a public declaration agreed with the Deutsche Forschungsgemeinschaft, made on the 18 January 1983. Amongst other things it pointed out that the efficiency of libraries is a basic pre-requisite for quality in research and teaching, and that drastic cuts must inevitably have an adverse effect on the standing of universities. The West German Conference of Principals sees it as a contradiction in terms that library budgets are being reduced just at the time when student numbers are climbing again and the need for literature is therefore becoming greater rather than smaller. In this connection an extremely important point is that gaps in library holdings caused by the cuts will later be very difficult and much more expensive to fill. In Germany we certainly have enough pertinent experience of this problem; in spite of strenuous efforts it has still not been possible to fill all the critical gaps that appeared between 1918 and 1949. For this reason the West German Conference of Principals demands that the continuous updating of library holdings is given the same priority as the acquisition of major equipment in universities. It should be said, however, that particularly in the Humanities and Social Sciences good libraries do represent 'major equipment' and are crucial to the success of research. Financially the entire cost of the acquisition of literature represents only 1-2% the total budget of universities. Of course we are talking here of budget sums of between 300 and 600 million marks per year, inclusive of the cost of university clinics. Even if the effectiveness of such appeals should not be overestimated, it is nevertheless noteworthy that for once libraries are not alone in warning of the results of exaggerated budget cuts.

2. For some years now cooperative acquisition programmes have been running on a regional basis in some federal states. These schemes should now be extended to make better use of the available literature stocks. In line with this, North Rhine Westphalia is operating its own specialised serial acquisition programme, in which the seven large university libraries are all involved. It includes by no means all the subjects studied at the state's universities, but does cover

the most important ones that have a high demand for literature; for example: Chemistry, Technology, Physics, Biology, Mathematics and English Studies. Where supraregional specialised acquisition programmes supported by the Deutsche Forschungsgemeinschaft are centred in North Rhine Westphalia, these too are included in the system. These comprise the special acquisition programme for Economics and Social Sciences in Cologne and for Romance Studies in Bonn. Since the supraregionally organized Central Library of Medicine is also based in North Rhine Westphalia, the state need have no worries about literature supply in this subject. Even discounting the high figures for medicine - related literature, the seven participating libraries processed 30,000 requests for serials in the specialised libraries, provided 135,000 photocopies and reached a satisfaction rate of 85%.

Bavaria on the other hand, a more centrally organised federal state, concentrates its supraregional resources mainly in Munich. The Bayerische Staatsbibliothek, now the largest German library, has a universal acquisition programme that was given a budget of 7 million marks in 1982, exclusive of 1.8 million marks for bindery costs.

3. In other federal states a regrouping of the funds available has worked to the advantage of libraries, to such an extent that even in the current year they may reckon on a static budget or even an adjustment in line with inflation. This is true of Baden-Württemberg, Lower Saxony and the Saarland, as well as Bavaria. Individual libraries also show themselves to be alert, in that they are not seeking salvation solely from the state. In a university in Lower Saxony for instance, the departmental libraries have made some economies and freed 500,000 marks for the central university library, so that the number of serials currently received there may be maintained at its present level.

4. The Deutsche Forschungsgemeinschaft has in recent years steadily increased its expenditure on supraregional special library programmes (Central Subject Libraries, Special Acquisition areas, important Specialist Libraries), and even managed an increase from 1982 to 1983 of 20%. This is in the realisation that the central resources for literature supply increase in importance in proportion to the decreasing ability of local library budgets to meet the need particularly for academic specialised literature. When in 1949 these supraregional Specialised Collections - until then organised as special acquisitions areas in state and university libraries - were first set up, they were in many cases the only libraries that could acquire certain foreign publications. The general

upsurge of the economy and of science, and thus of libraries as well in the sixties and seventies, diminished the importance of the Special Collections. They were admittedly further enlarged and expanded around Central Subject Libraries and Special Libraries, but assumed purely subsidiary functions in view of the excellent literature supply of individual universities and their departmental libraries. Now the Special Collections must prove themselves a success once again in their original role.

There is of course no question of a return to the conditions of 1949, but the 'fat years' are past for some time to come, and the number of foreign books and serials that are only available on inter-library loan from the relevant Special Collection has grown without any doubt.

All in all it may be concluded that although the academic libraries of West Germany have had to accept cuts in their budgets which caused concern, these cuts must be seen in the light of the relatively high point that had previously been reached; moreover a number of counter-measures have been taken that should keep the damage in check.

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# STUDY ON THE PROBLEM OF THE IN-SERVICE TRAINING OF ACQUISITIONS AND EXCHANGE STAFF IN LIBRARIES: PROFESSIONAL REQUIREMENTS, TRAINING PROBLEMS

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# STUDY ON THE PROBLEM OF THE IN-SERVICE TRAINING OF EXCHANGE STAFF IN LIBRARIES: PROFESSIONAL REQUIREMENTS, TRAINING PROBLEMS

1. The library stock is the main wealth of a library and the principal condition (although not the only one) of its effective work. It determines the range of library readers, the level of reader service, and the degree to which their requirements are met depending on the content and completeness of the stock. The wealth of the library holdings and organization of their use determine the prestige of a given library, and its place in the national library and information systems.

These circumstances add special importance to the work of acquisitions librarians. A number of factors caused by social changes and scientific and technological progress complicate this work: a growing amount of printed information, increasing readership and a widening range of their interests, and growing prices of printed matter. In fact, we are witnessing the process of steady complication of the work of a librarian engaged in stocking any library, especially a big scientific library with universal or multidisciplinary holdings (e.g., a national, university or the central public library of a big city).

2. Vast knowledge has always been considered as a professional feature of a librarian, a sine qua non condition of his effective work. "A major principle, established therefore as early as the fourteenth century B.C., is that a librarian

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must be a person of education", writes the prominent British library scientist James Thompson.[1] If this statement is correct as regards any librarian it is doubly correct as regards acquisitions librarians. The latter are expected to possess truly encyclopaedic knowledge and the ability to get his bearings in the entire complex of book-making, in particular in the economic aspects of book publishing and book trade, whereas a selection officer of a scientific library must know some foreign languages and orientate himself in the boundless sea of the world's printed matter.

An acquisitions librarian bears great social responsibility whose importance has grown in the present-day troubled international situation. Librarians, especially acquisitions librarians, can and must resist the spread of misanthropic ideas about the admissibility of a nuclear war; in their daily work they can and must promote the ideas of peace and social progress.

The work of an acquisitions librarian enjoys well-deserved respect of Soviet librarians. Here is what the authors of a Soviet text-book for students of library departments say about this kind of work: "An acquisitions librarian is the leading figure in a library... An acquisitions librarian should know and informally apprehend socio-economic and cultural tasks which the country as a whole, a given region..., and the micro-

1) Thompson J.A. A history of the principles of librarianship. London; Hamden, Conn.: Clive Bingley: Linnet books, 1977. p. 102

district of library service are tackling today and will tackle in the future. An acquisitions librarian should have wide erudition,a critical mind and a good memory for authors and titles of books; he should also be thoughtful and objective in evaluating books. An acquisitions librarian should be purposeful,energetic and optimistic. He is expected to know how to adapt himself to the surroundings,to possess self-command in his relations with colleagues,and to establish a principled and creative atmosphere in a collective".[1)]

Equally complex and responsible is the work of a librarian engaged in international book exchange.He must be quite at home in problems of international politics,international cultural ties and copyright;he must know how to conduct business correspondence with foreign libraries and scientific institutions and have a good idea about their activities, have a working knowledge of some foreign languages, and follow the situation at the foreign book market,at least in the countries with whose libraries he conducts book exchange.

Thus,an acquisitions or international book exchange librarian is expected to meet high requirements, which makes it necessary to train appropriate staff and to constantly upgrade their skills. Continuous upgrading of skills is of special importance for librarians who are engaged in stocking their libraries with foreign literature and in maintaining international book exchange, as higher and secondary library educational establishments pay very little attention to the study

1) Bibliotechniye fondy(library holdings).Moscow,Kniga Publishers,1979; pp. 167-168

of these aspects of library work.[1)]

3.To study the state of professional training of acquisitions and international book exchange librarians the Department of Foreign Acquisitions and International Book Exchange of the Lenin State Library of the USSR has conducted a questionnaire survey of a number of national and university libraries and library institutions.

The questionnaire including 11 questions(See §§ 4.1-4.11) - was sent to 67 national and other big scientific libraries in 42 countries. Answers were received from 42 libraries and library institutions(62.7%) of 31 countries(73.8%),including 8 socialist and 8 developing countries.

Below are generalized answers to the questions included in the questionnaire.

4.1. The question(1) concerning specialized courses on acquisitions and international book exchange was answered by libraries and library institutions of 31 countries.

In 23 countries(74.2%) programmes of library schools (departments,institutes) include specialized courses on acquisitions and in 16 countries - on international book exchange.

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1)V.Popov writes this about the situation in Bulgaria:"Regrettably,the existing study programmes of our higher and semi-higher educational establishments provide for only scanty knowledge about international book exchange of scientific libraries".See Popov V. Международен обмен на издания между библиотеките:същност,правно регулиране,съвременни проблеми: теоретични аспекты. Sofia,1983, 131 p. This situation is typical of many countries.

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4.2. The question(2) concerning ways of specializing professional librarians for their work in acquisitions and international book exchange departments was answered by 30 countries.In most cases (in 20 countries;66.6%) such training is provided by library schools and departments.In a number of countries(Great Britain,France,the USA) short-term courses (institutes) are functioning.In the same number of countries in-service training is organised. Only in three countries (Algeria,Angola and Nigeria) there is no specialized training for librarians engaged in this kind of work.

4.3. The question(3) concerning educational institutions to specialize non-professional librarians for their work in acquisitions and international book exchange departments was answered by 29 countries;most of these countries(22,i.e. 75.8%) reported that in-service training was combined with other forms of upgrading professional skills(specialized short-term courses, and colleagues' consultations).In three countries (Hungary,Algeria and the Philippines -10.3% of answers) this work is done only by people with a higher library education;in four countries(Bulgaria,Austria,Canada and Sweden - 13.8% of answers) there exists only one form of training for such personnel.In about 1/3 of libraries their staff upgrade their skills at night and extra-mural departments of library schools; the existence of specialised courses and seminars is mentioned in 50% of the answers to the questionnaire.

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4.4.The question(4) as to who (teachers of library higher schools or experienced librarians of a given library) conduct training was answered by 25 countries;in most cases this work is done by specialists working in libraries.Only in two cases (the Royal Library in the Hague,Netherlands, and the National Diet Library in Tokyo,Japan) training is conducted by teachers of higher schools,in all the rest cases(23 countries,29 libraries) training is conducted by professional librarians,sometimes(5 cases) teachers of higher schools also take part in it.

4.5.The question(5) whether in big libraries there exist systems for the upgrading of professional skills of acquisitions and international book exchange librarians was answered by 40 libraries in 29 countries.Most answers are negative ( there is no such system in 19 countries,65.5%, and in 22 libraries,55%)The worst situation is in the developing countries;of the seven countries that answered this question only the National Library of the Philippines(Manila) runs refreshe courses for the acquisitions and international book exchange librarians;the other libraries run no programmes for the upgrading of their skills.

4.6.The question(6) concerning forms of improving professi al skills was answered by 33 libraries in 24 countries.The most frequently used forms of training are short-term courses (27 libraries,81.8%), lectures(18 libraries,54.5%) and consul tations(similar figures).The rarest form of training is self-training with examinations to follow(this method is use

by the State Slovak Library in Bratislava and the National Bureau of Library Service in Sri Lanka). Five libraries in 5 countries run only short-term courses;in all the other cases several forms of training are used.

4.7.The question(7) concerning the study of foreign languages at libraries was answered by 30 countries(41 libraries). Their answers show that only in 13 libraries(31.7%) of 10 countries (33.3%) there exists such a system of training.Of the 10 countries where foreign languages are taught at libraries 8 countries are socialist.

4.8.The question(8) concerning forms of studying foreign languages was answered by 39 libraries in 29 countries.The answers show that the most frequently used form is language courses at the library(10 libraries,25.6%).Other forms of training (institutes outside the library,self-training) are used much more seldom.

4.9.The question(9) ... whether research in foreign acquisition and international book exchange is conducted and whether the library staff are taught the methodology of research in this field was answered by 29 countries(40 libraries).Of these 14 libraries(35%) and 14 countries(48.2%) answered in the affirmative or with some reservations. Of the 14 affirmative answers 8(57.1%) were supplied by libraries of the socialist countries.

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4.10.The question(10) concerning the exchange of experience in foreign acquisitions and international book exchange was answered by 37 libraries from 28 countries.The answers show that the most widespread exchange of experience is at the national level(within the entire country) - 29 libraries(67.5%), within a city - 16 libraries, and within a region - 9 libraries (24.3%).

4.11.In the last question(11) the respondents were asked to rank six personal qualities acquisitions and international book exchange librarians must possess.

Answers to this question were received from 36 libraries in 29 countries. The 1st-3rd places were shared by such qualities as 'wide erudition', 'thoughtfulness,critical mind' and 'good memory',each receiving 32 affirmative answers(82%) followed by 'fair evaluation of books' and 'ehergy'.

In addition the respondents named a large number(over 15) of other qualities which they consider to be most important for this kind of work(a good command of foreign languages,common sense, quick wits, commerical vein, and others).

CONCLUSIONS

1.The results of the questionnaire survey reveal above all great differences in national systems of professional training o acquisitions and international book exchange librarians.These differences and drawbacks can largely be explained by the lack of universally recognized international standards,programmes, models,methodologies and recommendations in this field.

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2.The results of the questionnaire survey show that the professional environment(library public) makes high demands on professional,business and personal qualities of foreign acquisitions and international book exchange librarians. They must possess such qualities as wide erudition and thoughtfulness,hav a critical mind and a command of foreign languages,and possess other qualities a considerable part of them being acquired by permanent professional studies and training.

3. The results of the questionnaire survey show that in many countries and libraries organisation of in-service training and education of acquisitions and international book exchange librarians does not meet the necessary requirements,and sometimes it is simply non-existent,particularly in libraries of the developing countries.

4. In the opinion of the respondents a proper linguistic background of acquisitions and international book exchange librarians is an important pre-condition of effective work. Meanwhile, in most libraries (except for national libraries of the socialist countries) librarians are not taught foreign languages,or such training is considered to be their private affair, which is hardly the right approach,for the study of a foreign languag is beneficial not so much for the librarian as for the library where he works.

This can be exemplified by language courses for librarians run by the Lenin State Library of the USSR in Moscow which have trained over 1,000 librarians in about 20 languages in the past 30 years.

5.The results of the questionnaire survey have revealed the inadequate level of research in the field of foreign acquisitions and international book exchange. A little over 1/3 of libraries take part in this work, and beyond the socialist countries this amount drops to 1/5.Meanwhile,further development of foreign acquisitions and international book exchange is impossible without such research.

This can be exemplified by very familiar experience of the Lenin State Library of the USSR whose Department of Foreign Acquisitions and International Book Exchange conducts systematic research work. The 1983 plan provides for research in five themes,including "Study of Information Needs of Readers and Subscribers of the Lenin Library and the Improvement of the System of Their Service", "Improvement of the Stocking of the Lenin Library with Materials of International Organisations and Official Publications of Foreign Countries", "Rational Arrangement and Use of Library Respurces in the Country",and some others. Up to 1/4 of the staff of the Department take part in research work.

6.The results of the questionnaire survey also show that in many countries there is no exchange of professional experience between librarians engaged in different libraries in similar processes and operations in the field of foreign acquisitions and international book exchange,and this has an adverse impact on the improvement of their professional skills.

SUGGESTIONS

1.The IFLA Section on Acquisition and Exchange should develop recommendations on how to improve professional skills of librarians of these specialities, and prepare two(minimal and optimal) versions of the programme on these subjects at big scientific libraries.

The minimum programme may proceed from the fact that upgrading of librarians' professional skills will take 1-1.5 working hours in 2-2.5 weeks;an optimal version may provide for 3-4 working hours to be spent over the same period of time.

2.The IFLA Section on Acquisition and Exchange should envisage the following measures in its plan of action for 1986-1990:

2.1.Comparative analysis of training programmes for students of library higher schools on acquisitions and international book exchange, and elaboration of appropriate recommendations.

2.2.Development of an integrated model of the system of professional training of librarians in these fields,the model covering all kinds of formal and informal education and training both at permanent educational establishments and short-term in-service courses intended to raise librarians' professional skills.

2.3. Development of a standard list of most topical themes for research work in the field of acquisitions(domestic and foreign) and international book exchange.

CONCLUSION

I have carried out this work as the Secretary of the IFLA Section on Acquisition and Exchange. Unfortunately, my illness has prevented me from performing the organisational duties of secretary in a more active way, but, being well aware of the devotion of David Bradbury and the other members of the Standing Committee to our profession, I have no doubt that the work of the Section will prove effective. Experience confirms that problems of training young librarians are assuming paramount importance. Therefore, I believe, the Section should pay attention to these problems.

I should like to avail myself of the opportunity to thank those who responded to our questionnaire and to wish all of you successful work and good health.

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